

**Contracts,
Procurement and
Public-Private Agreements**

This conference focuses on the recent developments in contract theories. The conference will bring together academics, policymakers and practitioners to discuss issues such as:

- Relational contracting,
- Transaction costs,
- Renegotiations,
- Incentives,
- Attribution mechanisms,
- Incomplete contracting,
- Contract design,
- Benchmarking

-Keynote speakers

Giacomo CALZOLARI, Univ. of Bologna
Patrick REY, Toulouse School of Economics
Pablo SPILLER, Univ. of California - Berkeley

For more information:
<http://chaire-eppp.org>

SORBONNE UNIVERSITY, PARIS
Monday 14th and Tuesday 15th, June 2010



GDF SUEZ





International Conference
« Contracts, Procurement and Public-Private Agreements »

Paris, June 14th & 15th 2010

PROGRAM

June 14th

Amphitheater LIARD, 17 rue de la Sorbonne

08h45–9h00 Opening session

Keynote 1

9h00 – 9h45 **Patrick Rey** (Toulouse School of Economics) and **Elisabetta Iossa** (Brunel U. and U. Tor Vergata)
 « Building Reputation for Contract Renewal: Implications for Performance Dynamics and Contract Duration »

9h45 – 10h45 **Session 1** (Chair: Stéphane Saussier, IAE Sorbonne Graduate Business School)

9h45 – 10h15 **Jean Beuve** (IAE Sorbonne Graduate Business School) and **Claudine Desrieux** (ERMES – I. Paris II)
 « Reputation and the Dynamics of Contractual Incompleteness »

10h15 – 10h45 **Ricard Gil** and **Justin Marion** (University of California-Santa Cruz)
 “The Role of Repeated Interactions, Self-Enforcing Agreements and Relational [Sub]Contracting: Evidence from California Highway Procurement Auctions”

10h45–11h15

Coffee Break at the Sorbonne, “Salle des Autorités”

11h15 – 12h45 **Session 2** (Chair: Carine Staropoli, U. of Paris I)

11h15 – 11h45 **Sandro Cabral** and **Antonio Francisco Silva Junior** (Federal University of Bahia)
 « PPP and Football Stadiums: A Real-Options Approach »

- 11h45–12h15 **Frederic Blanc-Brude** and **Olivia Jensen** (**King's College London / Infrastructure Economics**)
« Competition for long-term public-private risk transfer contracts – Ex ante and ex post efficiency in public-private partnerships and evidence from the school sector in the UK »
- 12h15 – 12h45 **Ram Singh** (**Delhi School of Economics**)
« Incomplete Contracts, Renegotiations and Costs Overruns »

12h45–14h00

Lunch at the Sorbonne, “Salle des Autorités”

- 14h00 – 15h00 **Session 3** (Chair: **Emmanuel Raynaud, INRA SAD-APT**)
- 14h00 – 14h30 **Phuong Doan** and **Kanak Patel** (**University of Cambridge**)
“Toll Road Investment under Uncertainty”
- 14h30 – 15h00 **Pierre M Picard** (**U. of Luxembourg**) and **Emmanuelle Auriol** (**Toulouse School of Economics**)
“A Theory of BOT Concession Contracts”

- 15h00 – 16h00 **Session 4** (Chair: **Ricard Gill, U. of California, Santa Cruz**)
- 15h00 – 15h30 **Dario Gianluigi De Maio** (**University of Sienna**)
“Reputation, Predation and Market Structure”
- 15h30 – 16h00 **Eva Hoppe** and **Patrick Schmitz** (**University of Köln**)
« Can Contracts Solve Hold-Up Problem? Experimental Evidence »

16h00–16h30

Coffee Break at the Sorbonne, “Salle des Autorités”

- 16h30 – 17h30 **Session 5** (Chair: **Eric Brousseau, U. Paris Ouest**)
- 16h30 – 17h00 **Barbosa Klenio** (**Toulouse School of Economics**)
“Free-Riding in Procurement Design”
- 17h00 –17h30 **Paola Valbonesi** (**U. of Padova**) and **Maria Bigoni** (**U. of Bologna**) and **Giancarlo Spagnolo** (**U. of Roma**)
“Sticks and Carrots in Procurement”

17h30 – 18h30	<u>Session 6</u> (Chair: Stéphane Straub, Toulouse School of Economics)
17h30 – 18h00	Liam Wren-Lewis (Oxford University) <i>“Commitment in Utility Regulation: A model of Reputation and Policy Applications”</i>
18h00 – 18h30	Ariane Lambert Mogiliansky (Paris School of Economics) <i>“Committing to Transparency to Resist Corruption”</i>

18h30–22h00

Cocktail & Dinner at the Sorbonne, “Salle des Autorités”

June 15th
Amphitheater LIARD, 17 rue de la Sorbonne

Keynote 2

9h00 – 9h45	Giacomo Calzolari (U. of Bologna) and Giancarlo Spagnolo (U. Of Roma) <i>“Relational Contracts and Competitive Screening”</i>
9h45 – 10h45	<u>Session 7</u> (Chair: Joanne Oxley, U. of Toronto)
9h45 – 10h15	Janet Bercovitz (University of Illinois at Urbana Champaign) <i>“Who I Am and How I Contract: Roles, Relational Capital and Evolution of Contract Structure in University-Industry Research Agreements”</i>
10h15 – 10h45	John Hagedoorn and Geerte Hesen (Maastricht University) <i>«Contractual Complexity of R&D Alliances – A two-dimensional analysis of the determinants of contractual complexity »</i>

10h45–11h15
Coffee Break

-
- 11h15 – 12h45 **Session 8** (Chair: Claude Ménard, U. of Paris I))
- 11h15 – 11h45 Guillem Canneva and Serge Garcia (AgroParisTech – ENGREF)
“Private Information and Competition in Tenders for Delegation: An Econometric Analysis of Water Services in France”
- 11h45–12h15 Aude le Lannier (IAE Sorbonne Graduate Business School)
“Enforcement of Yardstick Contracts & Consistency in Performance Rankings: An Application to the England and Wales Regulated Water Industry”
- 12h15 – 12h45 Patrick Schmitz and Eva Hoppe (U. of Köln)
« Public-Private Partnerships versus Traditional Procurement: Innovation Incentives and Information Gathering »

12h45–14h00

Lunch at the Sorbonne “Salle des Autorités”

- 14h00 – 15h00 **Session 9** (Chair: Claudine Desrieux, U. Paris 2)
- 14h00 – 14h30 Hideshi Itoh (Hitotsubashi University)
« Japan Writing Legally Unenforceable Contracts to Facilitate Relationships »
- 14h30 – 15h00 Marina Halac (Columbia University)
“Relationship Building”

-
- 15h00 – 16h30 **Session 10** (Chair: Anne Yvrande-Billon, U. Paris I)
- 15h00 – 15h30 Elisabetta Iossa (Brunel University) and Giancarlo Spagnolo (U. Of Roma)
“Implicit Contracts and Flexibility in Public Procurement»
- 15h30 – 16h00 Eshien Chong (U. of Paris 11) and Claudine Desrieux (U. of Paris 2) and Stéphane Saussier (IAE Sorbonne Graduate Business School)
“Putting All One’s Eggs in One Basket: Relational Contracts and the Provision of Local Public Services”
- 16h00 – 16h30 Axel Gautier (U. Of Liège)
“Scoring-Rule and the Choice of a Contractor by a Financially Constrained Government”

16h30–17h00

Coffee at the Sorbonne

Keynote 3

- 17h00 – 17h45 Pablo Spiller (U. of California, Berkeley)
“Transaction Cost Regulation”

END OF THE CONFERENCE

Our partners:

