

# Workshop on Behavioral Industrial Organization

---

Friday, 16 June 2017

10:30-18:00

Tinbergen Institute Amsterdam, room 1.01

Organizers: [José Luis Moraga-González](#), [Sander Onderstal](#)

## Program

- 10:30–11:20 **Martijn van den Assem (VU University Amsterdam)**  
[Malleable Lies: Communication and Cooperation in a High Stakes TV Game Show](#)  
*Discussant:* Jeroen van de Ven (University of Amsterdam)
- 11:20–12:10 **Heiko Karle (Frankfurt School of Finance & Management)**  
[Selling in Advance to Loss Averse Buyers](#)  
*Discussant:* Jens Prüfer (Tilburg University)
- 12:10–13:10 Lunch break
- 13:10–14:00 **Subhasish Chowdhury (University of East Anglia)**  
[Profitability and Collusion: An Experimental Investigation](#)  
*Discussant:* Jeroen Hinlopen (CPB)
- 14:00–14:50 **Sander Onderstal (University of Amsterdam)**  
[Collusion and Corporate Social Responsibility: A Laboratory Experiment](#)  
*Discussant:* Adriaan Soetevent (University of Groningen)
- 14:50–15:30 Coffee break
- 15:20–16:10 **Stephanie Rosenkranz (Utrecht University)**  
[Choice Complexity, Benchmarks and Costly Information](#)  
*Discussant:* Pim Heijnen (University of Groningen)
- 16:10–17:00 **Paul Heidhues (Heinrich Heine University Düsseldorf)**  
[Browsing versus Studying Offers](#)  
*Discussant:* Marco Haan (University of Groningen)
- 17:00–18:00 Drinks
- 18:00– Dinner