



INSTITUTE for
ADVANCED
S T U D Y in
TOULOUSE



**The “Institute for Advanced Study in Toulouse”
and The “Agence Nationale de la Recherche”
organize:**

**“Symposium on Identity and
Incentives in Organizations”**

Toulouse, 12th-13th June 2012

**Manufacture des Tabacs
1 rue des Amidonniers
S Building – Auditorium MS001
31000 Toulouse**

Scientific Organizer

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Preliminary Programme

Tuesday, 12th June 2012

09.00 – 09.20 Welcome coffee and Registration

09.20 – 10.50 **Guido Friebel** (*University of Frankfurt*)
“Sorting of Motivated Agents: Evidence from applicants to the German Police” (joint with Michael Kosfeld)

Nicolas Treich (*Toulouse School of Economics*)
“Cooperate and Conquer” (joint with Wei Hu)



Coffee Break

11.20 – 12.50 **Roland Bénabou** (*University of Princeton & IAST*)
T.B.A.

Benoît Monin (*Stanford GBS*)
T.B.A.

12.50 – 14.00 Lunch

14.00 – 15.30 **Roberta Dessí** (*Toulouse School of Economics & IAST*)
T.B.A.

Michael Kosfeld (*University of Frankfurt*)
“Knowing that You Matter Matters”



Coffee Break

16.00 – 17.30 **Marianne Bertrand** (*University of Chicago*)
“The Effects of Affirmative Action on Women’s Labor Market and Family Choices: Evidence from the Norwegian Board Quota”

Aldo Rustichini (*University of Minnesota*)
“Personality Theory and Decision Theory”

20.00 Dinner

Wednesday, 13th June 2012

09.00 – 09.20 Welcome coffee

09.20 – 10.50 **Patrick Bolton** (*Columbia GSB & IAST*)
“Leadership, Coordination and Mission-Driven Management”
(joint with Laura Veldkamp and Markus Brunnermeier)

Robert F. Freeland (*University of Wisconsin*)
“Managerial Control is Alienating and Often Inefficient, So Why Do Firms Dominate the Capitalist Economy and Sometimes Even Perform Well?” (joint with Ezra W. Zuckerman)



Coffee Break

11.20 – 12.50 **Emmanuelle Auriol** (*Toulouse School of Economics*)
“Education and migration choices in hierarchical societies: the case of Matam, Senegal” (joint with Jean-Luc Demonsant)

Gary Charness (*UCSD*)
“Incentives to Exercise” (joint with Uri Gneezy)

Lunch

14.00 – 15.30 **Nava Ashraf** (*Harvard Business School*)
“No Margin, no mission? A field experiment on incentives for pro-social tasks” (joint with Oriana Bandiera and Kelsey Jack)

Gael Le Mens (*Pompeu Fabra University, Barcelona*)
“Following the crowd can lead to collective illusions even when people form their beliefs just from their own experiences”



Coffee Break

16.00 – 17.30 **Frauke Lammers** (*University of Bern*)
“Leaders Who Judge”

Gilles Saint-Paul (*Toulouse School of Economics*)
“Mating and the Labor Market”