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

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Programme

Tuesday, 12th June 2012

09.00 – 09.20 Welcome coffee and Registration

09.20 – 10.50 Gael Le Mens (Pompeu Fabra University, Barcelona)
“Following the crowd can lead people who learn only from their own experience to agree with a mistaken majority”

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)
“Competitive Pay and Work Ethics” (joint with Jean Tirole)

Benoît Monin (Stanford GBS and Department of Psychology)
“Cheating vs Being a Cheater: Curbing Dishonest Responding by Subtly Priming Its Identity Implications”

12.50 – 14.00 Lunch

14.00 – 15.30 Roberta Dessí (Toulouse School of Economics & IAST)
“Work for Image and Work for Pay” (joint with Aldo Rustichini)

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”

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

20.00 Dinner
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)

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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)

**Marie-Claire Villeval** (*CNRS*)
“Moral hypocrisy, power and social preferences”
(joint with Aldo Rustichini)

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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)

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

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Coffee Break

16.00 – 17.30  **Robert Akerlof** (*University of Warwick*)
“Punishment, Compliance, and Anger in Equilibrium”

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