



Course Title: Contracts and Negotiations

Lecturer: Prof. Gary Bolton, Prof. Elena Katok

Course number	Tba
Location/Room	SSC, Room 4.211
Time	Monday, June 16 th , 2014 Tuesday, June 17 th , 2014
Credit Points	3
Type of course	PhD course
Course Language	English

1. Objectives

We examine recent developments in the understanding of contracts and negotiations in behavioral economics and operations management.

2. Prerequisites

Target audience: Ph.D. students in economics, business areas and psychology.
Pre-requisite: Familiarity with microeconomic analysis.

3. Relevance for study programmes

The course is intended for doctoral students of the CGS and doctoral students of the WiSo-Faculty.

4. Registration

For registration, send an e-mail to pollak@wiso.uni-koeln.de until April 15th, 2014.

5. Format

Lecture and discussion focused on recent research papers

6. Working requirements and assessment method

Students will be given a research problem and asked to outline a solution.

7. Teaching staff

Gary Bolton is Professor of Finance and Managerial Economics at the University of Dallas. His research focuses on economic decision behavior, particularly bargaining and cooperative effort. The research is interdisciplinary and has been published in economic, business, psychology, statistics and natural science journals.

Elena Katok is a Professor at the University of Dallas. She does research in behavioral economics and operations management, focusing on using laboratory experiments to test game-theoretic models of contracting and competitive procurement. She was the winner of 2000 Franz Edelman competition.

8. Co-ordination/Contact

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