

**Learning by Stealing:**  
**Exchanging Models from Organizational Economics and Organization  
Science—An Exploration in the Spirit of Jim March**

Organizers:  
B. Gibbons and T. Knudsen

Thu.-Sat., May 25-27, 2017  
MIT Sloan

*everything except the dinners will be in E62-550*

**presentations will be *loosely* based on indicated papers**

*Thursday, May 25*

6:00pm Dinner @ Commonwealth (11 Broad Canal Way, Cambridge 02142)

*Friday, May 26*

8:30 Breakfast

9:00-10:00 Steven Callander (Stanford)  
*"A Theory of Policy Expertise" (Quart. J. Pol. Sci., 2008)*  
Discussant: Michael Christensen (SOD-Univ. of Southern Denmark)

10:15-11:15 Massimo Warglien (Università Ca' Foscari)  
*"The emergence of simple languages in an experimental coordination game"*  
*(PNAS, 2007 with R. Selten)*  
Discussant: Hongyi Li (UNSW)

11:30-12:30 Wouter Dessen (Columbia)  
*"Rational Inattention and Organizational Focus" (Amer. Econ. Rev., 2016, with  
A. Galeotti and T. Santos)*  
Discussant: Maciej Workiewicz (ESSEC Business School)

12:30-1:30 Lunch

1:30-2:30 Jerker Denrell (Warwick Business School)  
*"Why Most People Disapprove of Me: Experience Sampling in Impression  
Formation" (Psych. Review, 2005)*  
Discussant: Niko Matouschek (Northwestern)

- 2:45-3:45 Andrea Prat (Columbia)  
*"Managerial Attention and Worker Performance"* (*Amer. Econ. Rev.*, 2016 with M. Halac)  
 Discussant: Nils Stieglitz (Frankfurt School of Management and Finance)
- 4:00-5:00 Gaël le Mens (Universitat Pompeu Fabra)  
*"Information Sampling, Belief Synchronization, and Collective Illusions"*  
 (*Mgmt. Sci.*, 2016 with J. Denrell)  
 Discussant: Birger Wernerfelt (MIT)
- 6:00 Dinner @ Catalyst (300 Technology Square, Cambridge 02139)

*Saturday, May 27*

- 8:30 Breakfast
- 9:00-10:00 Heikki Rantakari (Rochester)  
*"The Politics of Compromise"* (*Amer. Econ. Rev.*, 2016 with A. Bonatti)  
 Discussant: Hazhir Rahmandad (MIT Sloan School of Management)
- 10:15-11:15 Daniel Levinthal, Wharton School  
*"Hoping for A to Z While Rewarding Only A: Complex Organizations and Multiple Goals"* (*Org. Sci.*, 2008 with S. Ethiraj)  
 Discussant: Eric Van den Steen (Harvard)
- 11:30-12:30 Sylvain Chassang (NYU)  
*"Building Routines: Learning, Cooperation, and the Dynamics of Incomplete Relational Contracts"* (*Amer. Econ. Rev.*, 2010)  
 Discussant: Davide Marchiori (SOD-University of Southern Denmark)
- 12:30-1:15 Lunch
- 1:15-2:15 Michael Christensen (SOD, Univ. Southern Denmark),  
*"Design of Decision-Making Organizations"* (*Mgmt. Sci.*, 2010 with T. Knudsen)  
 Discussant: Tim Van Zandt (INSEAD)
- 2:15-2:45 Open discussion

Attendees: Alessandro Bonatti (MIT)  
 Christina Fang (NYU)  
 Scott Ganz (Georgia Tech)  
 Manuel Grieder (ETH Zurich)  
 Jacob Lyngsie (SOD, Univ. Southern Denmark)  
 Jan Rivkin (Harvard)  
 Ezra Zuckerman (MIT)