



The Third Lecture on

The Economics of Organizations and Human Resources (LEOH)

September 25-26, 2017

by **Prof. Botond Köszegi, Central European University**

This is the third of a series of annual lectures for graduate students and faculty in economics and management science, jointly organized by Prof. Florian Englmaier, LMU Munich, Prof. Guido Friebel, Goethe University, and Prof. Dirk Sliwka, University of Cologne. Each year, we host an internationally renowned scholar who has contributed substantially to the economics of organizations and human resources. The event rotates across the organizing institutions starting with Goethe University (2015, featuring Prof. Robert Gibbons of MIT), and LMU (2016, featuring Prof. Oliver Hart of Harvard University).

The 2017 workshop covers two days made up of lectures by Botond Köszegi and poster sessions in which advanced PhD students or junior faculty (up to 2 years after PhD completion) will be given the opportunity to present their work. For selected papers, there is also the opportunity to give a presentation at the 2017 annual meeting of the Committee for Organizational Economics of the German Economic Association (Verein für Socialpolitik) at the University of Cologne, which overlaps with LEOH 2017 and takes place on September 26-27, 2017.

We expect a total of 50 participants, including senior faculty, allowing intensive discussions. There is limited space. To apply, please send an email to Sophia Schneider (leoh2017@wiso.uni-koeln.de) including

- for PhD students: a short letter of motivation of up to 300 words and a short letter of support of the academic supervisor (can be sent by separate mail)





- a CV
- and in case, you would like to present, a pdf of the paper or an extended summary.

APPLICATION DEADLINE: June, 30; selected candidates will be notified by July 15.

We will charge a contribution of 200 Euro for the event for the cost of the study center, two lunches, refreshments, and a dinner. Accommodation and travel costs are not included in this contribution.

Further information is available on <http://leoh.eu>.

We gratefully acknowledge the support of C-SEB.



Outline: Five Lectures on Behavioral Organizational and Industrial Economics

Lectures 1 & 2: Reference-Dependent Preferences.

- (a) Introduction to modeling reference-dependent utility.
- (b) Contracting with loss-averse agents.
- (c) Pricing to loss-averse consumers.

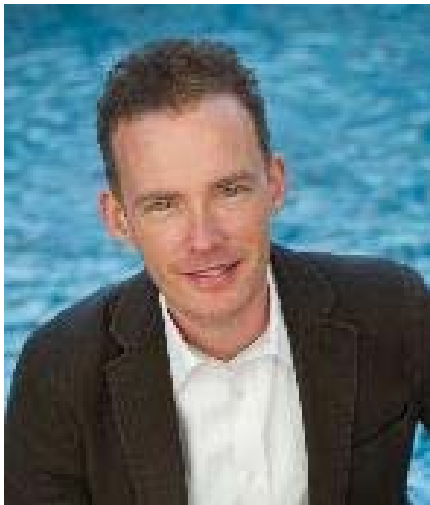
Lecture 3: Contracting with Overconfident Agents.

Lecture 4: Present Bias.

- (a) Introduction to hyperbolic discounting.
- (b) Present-biased consumers in the marketplace.

Lecture 5: Unrealistic Expectations and Misguided Learning

Biography: Prof. Botond Köszegi



Botond Köszegi is Professor of Economics at Central European University, Budapest, Hungary. He was previously Assistant Professor, Associate Professor, and then Professor of Economics at the University of California at Berkeley, and has held a visiting position at the Massachusetts Institute of Technology. He received a BA in mathematics from Harvard University in 1996, and a PhD in economics from the Massachusetts Institute of Technology in 2000. He was one of the first students to write a PhD thesis entirely on behavioral economics. He has since published extensively on behavioral-economics topics – including several lead articles – in top journals such as the American Economic Review, Quarterly Journal of Economics, Review of Economic Studies, Journal of the European Economic Association, and Journal of Public Economics. His research interests are primarily in the theoretical foundations of behavioral economics. He has produced research on self-control problems and the consumption and regulation of



harmful products, self-image and anticipatory utility, as well as reference-dependent preferences and loss aversion. More recently, he has been studying how firms respond to consumers' psychological tendencies, especially in the pricing of products and the design of credit contracts and other potentially deceptive products. He has received a European Research Council Grant in 2012, and the Jahnsson Award, a biennial award for the best economist in Europe under the age of 45, in 2015. He is Managing Editor at the Review of Economic Studies.

