

**Research Workshop on Dysfunctional Institutions,
Washington DC, 6-7 February 2016: Programme¹**

Saturday 6 February

09.00-11.00

1. Welcome and Analytic Overviews

George Akerlof: Introduction to the Workshop

Paul Collier: The Cultural Foundations of Economic Failure: a Conceptual Toolkit

Karla Hoff: Striving for Balance in Economics: Towards a Theory of the Social Determination of Behavior

11.00-11.30: Coffee break

11.30-13.00

Hazel Markus and Alana Conner: The Clash of Independence and Interdependence in Dysfunctional Organizations

Paul Seabright: How narratives bias inference: testing hypotheses from evolutionary psychology

13.00-14.00: Lunch

14.00-15.30

2. How Participation in Networks affects Mental Constructs

Rachel Kranton: Groups, Bias, and Social Preferences

Leonard Wantchekon: Social Mobility, Risk Aversion and Life Outlook: Evidence from Benin

15.30-16.00: Coffee break

16.00-18.00

Robert Akerlof : Value Formation: The Role of Esteem

Simon Gaechter: Intrinsic Honesty and the Prevalence of Rule Violations across Societies

Paul Seabright: The Old Boy Network: Gender Differences in the Impact of Social Networks on Remuneration in Top Executive Jobs

Robert Akerlof : Movers and Shakers

19.00: Conference Dinner: Venue: Taberna del Alabardero, 1776 I St NW

¹ References to papers exclude co-authors' names unless co-author is co-presenting

Sunday 7 February

09.00-10.30

3. How management affects mental constructs

Robert Gibbons : Promises, Promises: Why Organizations Are Dysfunctional and What an Economist Might Do About It

Rebecca Henderson: Unpacking the Decline of General Motors: Relational Contracts as both problem and possible solution

10.30-11.00: Coffee Break

11.00-13.00

Maitreesh Ghatak: Markets and Values: The Evolution of Intrinsic Motivation

Jishnu Das: Quality and Accountability in Healthcare Delivery: Audit Evidence from Primary Care Providers in India

Leander Heldring: The persistence of norms and institutions in Rwanda

13.00-14.00: Lunch

14.00-16.00

4. How Mental Constructs affect Behaviour

Dennis Snower and George Akerlof: Bread and Bullets

Nathan Nunn and James Robinson: African Society and African Development: Evidence from the DRC

Stefan Dercon: Biases in civil servants and policymakers

16.00-16.15: Coffee Break

16.15-17.35

Nava Ashraf and Oriana Bandiera: Pro-Social Motivation and the Design of Incentives: three Field Experiments

Roland Benabou: Forbidden Fruits: The Political Economy of Science, Religion, and Growth

17.35-18.00 Summing up: next steps