WORKSHOP ON REGULATORY ENVIRONMENT AND INSTITUTIONS IN PUBLIC PROCUREMENT

24th and 25th MARCH
8:30 am - 6:00 pm
RIO DE JANEIRO - RJ

FGV Foundation
Praia do Botafogo, nº 190, 12nd floor
Workshop on Regulatory Environment and Institutions in Public Procurement

Hosted by
Graduate School of Economics (EPGE) - FGV – Rio de Janeiro

Sponsored by
EESP-FGV   GV Market Design   FGV Projetos   IPEA   CAPES   FAPESP   ESAF

Rio de Janeiro, March 24-25th, 2014

Program

Monday, March 24th, 2014

8.30 – 9.00   Registration and Welcome Coffee
Welcome Remarks

9.00 – 9.30   Welcome Address:
Minister Marcelo Neri
IPEA, SAE (Secretaria de Assuntos Estratégicos) and FGV

Session 1:   Institutions and Public Procurement
Chair:   Claudio Ferraz (PUC-Rio)
9.30-10.20   “Procurement and Accidents: Bidding for Judgment Proofness, and the Limited Liability Curse”
*Juan-José Ganuza (Universitat Pompeu Fabra), Fernando Gomez (Universitat Pompeu Fabra)
Discussant:   Nicolás Figueroa (Universidad de Chile)

10.20-11.10   “Court Efficiency and Procurement Performance”
Decio Covello (HEC Montréal), Luigi Moretti (University of Padova), Giancarlo Spagnolo (SITE-Stockholm, U. Rome ‘Tor Vergata’, CEPR), *Paola Valbonesi (University of Padova)
Discussant:   Mats Bergman (Södertörn University College)

11.10-11:30   Coffee break

Session 2:   Field Experiment in Public Procurement
Chair:   Elmar Wolfstetter (Humboldt-University)
11.30-12.20   “Motivating Bureaucrats: Autonomy vs Performance Pay for Public Procurement in Pakistan”
Oriana Bandiera (London School of Economics), Michael Carlos Best(London School of Economics), *Adnan Khan (London School of Economics), Andrea Prat (London School of Economics and Columbia University)
Discussant:   Francesco Decarolis (Boston University)
12.20-14:00 Lunch
Venue: Foyer da Fundação Getúlio Vargas (FGV)
Praia de Botafogo, 190
Rio de Janeiro – RJ – BRAZIL
(Open for all participants)

Session 3: Procurement: Empirical Studies
Chair: Eshien Chong (Sorbonne Business School)
14.00-14.50 “Moral Hazard, Incentive Contracts and Risk: Evidence from Procurement”
*Gregory Lewis (Harvard University and NBER) and Patrick Bajari (University of Washington and NBER)
Discussant: Jorge Balat (Johns Hopkins University)

14.50-15.40 “Multi-Object Auctions with Resale: An Experimental Analysis”
*Marco Pagnozzi (Università di Napoli Federico II) and Krista Jabs Saral (George Herbert Walker School of Business and Technology, Webster University Geneva,)
Discussant: Dakshina de Silva (Lancaster University)

15.40-16:00 Coffee break

Keynote 1:
Keynote Lecture: William Kovacic
Chair: Eduardo Fiuza (IPEA)
16.00-17.00 “Using Competition to Improve Performance in Public Procurement”
*William Kovacic (George Washington University Law School)

Round Table 1: Corruption, Favoritism and Collusion in Public Procurement
Chair: Carlos Ragazzio (CADE and FGV)
17.00-18.20 Speakers
Stéphane Straub (Toulouse School of Economics)
Mrs. Katia Abreu (Senator – Brazilian Parliament), TBC
Minister Jorge Hage (Minister of CGU - Office of the Comptroller General)
Secretary Carlos Eduardo de Queiroz Pereira (Secretariat of External Control – Rio de Janeiro, TCU - Federal Accounts Court)

19.30-23.00 Conference Dinner
Venue: Restaurante Real Astoria
Av. Reporter Nestor Moreira, 11- Botafogo
Rio de Janeiro
(Exclusive for keynote speakers, presenters, discussants, session chairs, organizers and invited guests)
Bus departures from FGV-Rio at 19.00 to Restaurante Real Astoria
## Tuesday, March 25th, 2014

### Session 4: Procurement and Corruption

**Chair:**
Georgia Kosmopoulou (National Science Foundation and the University of Oklahoma)

*
*Emmanuelle Auriol* (Toulouse School of Economics), *Julie Lassebie* (Toulouse School of Economics)

**Discussant:**
Leandro Arozamena (Universidad Torcuato Di Tella)

**9.30-10.20 “Procurement Design With Corruption”**
*
*Roberto Burguet* (Institute for Economic Analysis (CSIC) and Barcelona GSE)

**Discussant:**
Thomas Jeitschko (Michigan State University)

**10.20-11.10 “Corruption and Collusion: Strategic Complements in Procurement”**
*
*Ariane Lambert-Mogiliansky* (Paris School of Economics)

**Discussant:**
Marian Moszoro (Berkeley-Haas and Kozminski University)

**11.10-11:30 Coffee break**

### Session 5: Political Connections and Public Procurement

**Chair:**
Nicolás Figueroa (Universidad de Chile)

**11.30-12.20 “Political Firms, Public Procurement, and the Democratization Process”**
*
*Stéphane Straub* (Toulouse School of Economics)

**Discussant:**
Claudio Ferraz (PUC-Rio)

**12.20-14:00 Lunch**

*Venue:* Foyer da Fundação Getúlio Vargas (FGV)

Praia de Botafogo, 190

Rio de Janeiro – RJ – BRAZIL

*(Open for all participants)*

### Session 6: Contract Flexibility, Ex-Post Adaptation and Long-Term Contract

**Chair:**
Jorge Balat (Johns Hopkins University)

**14.00-14.50 “Political Contestability, Scrutiny, and Public Contracting”**
*
*Marian Moszoro* (Berkeley-Haas and Kozminski University) and *Pablo Spiller* (Haas School of Business - UC Berkeley, NBER)

**Discussant:**
Federico Weinschelbaum (Universidad de San Andrés)

**14.50-15.40 “Long-Term Procurement under Uncertainty: Optimal Design and Implications For Renegotiation And Tender Procedures”**
*
*Malin Arve* (University of Mannheim) and *David Martimort* (Paris School of Economics-EHESS)

**Discussant:**
Vinicius Carrasco (PUC-Rio)
15.40-16:00 Coffee break

**Keynote 2:**
**Keynote Lecture: Giancarlo Spagnolo**

*Chair:*
Klenio Barbosa (Sao Paulo School of Economics)

16.00-17.00

"On the Complex Governance of Public Procurement: Price, Quality, Accountability and Competition"

*Giancarlo Spagnolo* (SITE-Stockholm, U. Rome ‘Tor Vergata’, CEPR)

**Round Table 2:**
**Experiences in Institutional Design for Public Procurement**

*Chair:*
Eduardo Fiuza (IPEA)

17.00-18.20

**Speakers**
Mats Bergman (Södertörn University College)
Virginia Abajo-Marqués (UNODC – United Nations Office on Drugs and Crime)
Alberto Heimler (OECD)
Tina Soreide (University of Bergen)

19.30-21.00 Farewell Cocktail

*Venue: Restaurante Real Astoria*  
Av. Reporter Nestor Moreira, 11- Botafogo  
Rio de Janeiro  
(Exclusive for keynote speakers, presenters, discussants, session chairs, organizers and invited guests)

Bus departures from FGV-Rio at 19.00 to Restaurante Real Astoria

Asterisk (*) and bold name indicate the presenter.

Keynote speakers have 60 minutes to present. Speakers have will have 50 minutes; including 40min for presentation, 7 minutes for discussion, and 3 minutes for general discussion and questions.

**Local Organizers:**
Klenio Barbosa, Eduardo Fiuza, Lucia Helena Salgado

**Scientific Committee:**
Gian Luigi Albano (Head of Research Department, Consip)
Leandro Arozamena (Universidad Torcuato Di Tella)
Klenio Barbosa (Sao Paulo School of Economics - FGV)
Roberto Burguet (Institute for Economic Analysis (CSIC) and Barcelona GSE)
Decio Coviello (HEC Montreal)
Dakshina de Silva (Lancaster University)
Claudio Ferraz (PUC-Rio)
Humberto Moreira (Graduate School of Economics – FGV)
Leonardo Rezende (PUC-Rio)
Giancarlo Spagnolo (SITE-Stockholm, U. Rome ‘Tor Vergata’, CEPR)
Stephane Straub (Toulouse School of Economics)

**Conference Venue:**
Workshop on Regulatory Environment and Institutions in Public Procurement

Workshop Participants

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<tr>
<th>Name</th>
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P = paper presenter  
D = discussant  
C = session chair  
K= keynote speaker  
R = round table speaker  
O=local organizer  
W=welcome speaker