Endogeneity matters: Essays on cooperation and coordination

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This thesis investigates how cooperation evolves and how people can coordinate to achieve better outcomes for all the parties. The research involves theoretical and experimental analysis of people's behavior. We examine whether subjects' actual behavior deviates from the perfect rationality assumption, and whether subjects are able to coordinate on an equilibrium in case of multiplicity of equilibria.

In the thesis we consider situations where people can build trust and coordinate better if they intentionally weaken their positions, e.g., by making themselves vulnerable. We investigate how this endogenous decision affects outcomes in social dilemmas, market competition, and in team-production.

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Endogeneity Matters:
Essays on Cooperation and Coordination
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Endogeneity Matters:
Essays on Cooperation and Coordination

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ten overstaan van een door het College voor Promoties
ingestelde commissie,
in het openbaar te verdedigen in de Agnietenkapel
op woensdag 14 oktober 2015, te 14:00 uur

door

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6 years ago, somewhere in the spring I received an e-mail which stated that I was admitted to the MPhil program of the Tinbergen Institute. Now, 6 years later I am finishing my PhD dissertation, and I am very happy that I made the choice to move to Amsterdam in 2009. I had a great experience during my 5 years in Amsterdam and in my final year in Nottingham as a visiting student. I am also very happy that from September I will be back in Amsterdam as a postdoctoral researcher.

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Contents

1 Introduction 1

2 Fostering cooperation through the enhancement of own vulnerability 7
  2.1 Introduction ................................................. 7
  2.2 Related literature ........................................... 12
  2.3 The model and its predictions ............................... 16
    2.3.1 Structure of the game ................................. 16
    2.3.2 Equilibrium predictions ............................... 17
  2.4 Experimental design and procedures ....................... 23
  2.5 Results ..................................................... 27
    2.5.1 Cooperation and punishment .......................... 27
    2.5.2 Dynamics in the data and explanation of main result 37
    2.5.3 The importance of signaling the intention to cooperate 41
  2.6 Conclusion .................................................. 44

Appendix 2.A Proofs and extensions .............................. 46
  2.A.1 Proofs .................................................... 46
  2.A.2 The case with alternative incentives to defect ........ 49
  2.A.3 Inequity aversion ........................................ 54

Appendix 2.B Instructions ........................................ 67
3 Endogenous information disclosure in experimental oligopolies 73

3.1 Introduction ................................................................. 73
3.2 The market environment ............................................... 79
  3.2.1 Market structure ...................................................... 79
  3.2.2 The importance of voluntary choice ............................ 80
3.3 Experimental design and procedures ................................. 82
3.4 Hypotheses ................................................................. 85
3.5 Results ....................................................................... 87
  3.5.1 Effect of data aggregation .......................................... 88
  3.5.2 Consequences of information sharing on output decisions . . 90
  3.5.3 Coordination ............................................................ 95
3.6 Conclusion ................................................................. 99

Appendix 3.A Instructions ..................................................... 101

4 Team production benefits from a permanent fear of exclusion 107

4.1 Introduction ................................................................. 107
4.2 The game ................................................................. 111
4.3 Experimental design and procedures ................................. 116
4.4 Results ................................................................. 118
  4.4.1 Effort decisions ...................................................... 119
  4.4.2 Firing: causes and consequences ................................. 121
  4.4.3 Efficiency ............................................................ 128
4.5 Conclusion ................................................................. 131

Appendix 4.A Equilibria ......................................................... 132
  4.A.1 Stage game with noise .............................................. 132
  4.A.2 Repeated game ...................................................... 134
  4.A.3 Firing using threshold strategy .................................. 136

Appendix 4.B Results for the Medium contract .......................... 138
<table>
<thead>
<tr>
<th>Appendix 4.C</th>
<th>Instructions</th>
<th>141</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Summary</td>
<td>149</td>
</tr>
<tr>
<td></td>
<td>Bibliography</td>
<td>153</td>
</tr>
<tr>
<td></td>
<td>Samenvatting (Summary in Dutch)</td>
<td>165</td>
</tr>
<tr>
<td></td>
<td>Összefoglalás (Summary in Hungarian)</td>
<td>169</td>
</tr>
</tbody>
</table>