

Robert Gary-Bobo

Sciences Po 2018

Topics in the Theory of Incentives

List of papers:

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George Baker, Robert Gibbons and Kevin Murphy (1994), "Subjective Performance Measures in Optimal Incentive Contracts", *Quarterly Journal of Economics*, vol. 109, p 1125-1156.

Bentley MacLeod, and James Malcomson (1998), "Motivation and Markets", *American Economic Review*, vol. 88, pp 388-411.

Holmström, Bengt (1999), "Managerial Incentive Problems: a Dynamic Perspective", *Review of Economic Studies*, vol. 66, pp 169-182.

James A. Fairburn and James M. Malcomson (2001), "Performance, Promotion, and the Peter Principle", *Review of Economic Studies*, vol. 68(1), pp 45-66.

Levin, Jonathan (2003), "Relational Incentive Contracts", *American Economic Review*, vol. 93, pp 835-857.

MacLeod, Bentley (2003), "Optimal Contracting with Subjective Evaluation", *American Economic Review*, vol. 93, pp 216-240.

Li, Jin, and Niko Matouschek. 2013. "Managing Conflicts in Relational Contracts." *American Economic Review*, vol. 103(6), pp 2328-51.

Robert Gary-Bobo and Touria Jaaidane, 2014, "Strikes and Slowdown in a Theory of Relational Contracts", *European Journal of Political Economy*, vol. 36, pp 89-116.

Deb, Joyee, Li, Jin and Arijit Mukherjee (2016) "Relational Contracts with Private Subjective Evaluations", *Rand Journal of Economics*, vol. 47(1), pp 3-28.

Ke, Rongzhu, Li, Jin and Michael Powell (2016), "Managing Careers in Organizations", *Manuscript*, Northwestern University, Kellogg Business School. Forthcoming in *Journal of Labor Economics*, 2018, vol 36(1), pp 197-252.

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Benabou, Roland and Jean Tirole (2016), "Bonus Culture: Competitive Pay, Screening, and Multitasking", *Journal of Political Economy*, vol. 124(2), pp 305-370.