

Call for Papers

ZEW/Tinbergen Institute Workshop on

Behavioural Personnel Economics

November 25–26, 2011, Mannheim

Economists have traditionally focused on wages, pay-for-performance, and other formal, predominantly financial arrangements in explaining workplace performance, job satisfaction, and worker turnover. Inspired by empirical findings, both in economics and other branches of the social sciences, recent studies have started to explore a wider set of motivators in the workplace such as non-financial rewards, self-image, and social relations, and how these affect and are affected by formal workplace arrangements. The Centre for European Economic Research (ZEW) is therefore pleased to announce a workshop on “Behavioural Personnel Economics”. It is jointly organised by ZEW and the Tinbergen Institute, Netherlands, and will take place in Mannheim, Germany.

This workshop aims to bring together economists working on “non-standard” incentives in principal-agent relationships, theoretically as well as empirically, to present and discuss their work in progress.

14 papers will be presented in the course of two days (30 minutes paper presentation, 5 minutes discussant presentation, 10 minutes general discussion per paper). Each paper presenter will serve as discussant of one paper. The conference will comprise invited and contributed papers.

Paper Submission

The deadline for submission of full papers or extended abstracts is October 14, 2011. Please submit papers or extended abstracts in PDF format to Susanne Neckermann (neckermann@zew.de). The decision on acceptance will be reached no later than October 21, 2011.

For participants who present a paper, travel expenses (APEX fare) and accommodation will be covered. If you would like to participate without presenting a paper, please register by sending an e-mail to Susanne Neckermann (neckermann@zew.de). Participation is free, but space is limited. All participants are requested to register no later than November 5, 2011. Additional information will be made available on <http://www.zew.de/persecon2011>



The workshop is sponsored by ZEW and organised by Robert Dur (Tinbergen Institute) and Susanne Neckermann (ZEW).

ZEW

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