

International Scientific Committee

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Alessandro Sorrentino
(University of Tuscia, Italy)

Dawn Thilmany
(Colorado State University, USA)

Call for papers

Participants who would like to present a paper are requested to e-mail an abstract in English (max 2 pages; Times New Roman font size 12, double spacing) before December 31, 2015 (Gaeta2016@unicas.it). The abstract must include:

- objectives & research questions;
- theoretical framework & methodology,
- results;
- the track the Author(s) are contributing to.

Maximum number of participants: **80**

Language

The working language of the seminar is English

Local Organizing Committee

Carlo Russo - Chair
(University of Cassino and Lazio Meridionale)

Felice Adinolfi
(University of Bologna)

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(University of Cassino and Lazio Meridionale)



153 EAAE Seminar

Gaeta (Italy) June 9-10, 2016
Angioino Aragonese Castle

New dimensions of market power and bargaining in the agri-food sector: Organisations, policies and models.



Organizing Institutions



The University of Cassino and Lazio Meridionale
Technische Universität München
University College Dublin
Scotland's Rural College
Colorado State University

Keynote Speakers

Richard J. Sexton
University of California – Davis

Calude Menard
Université de Paris (Panthéon-Sorbonne)

Bruno Buffaria
European Commission – DG AGRI

Theme

Market power, defined as the ability of a firm (or group of firms) to set and maintain price above (or below, for inputs) the level that would prevail under competition, has been a key concept in supply chain analysis and market organization studies for decades. Yet, recent studies questioned the ability of the market power framework to predict economic behaviour in the agri-food system, and new theories and extended models are being developed to explain empirical evidence. The seminar considers this new literature and explores the implications of the emerging characteristics of the agri-food supply chains for scholars, policy makers and the industry.

Objectives

The goal of the seminar is to present new ideas and contributions on the topic of market and bargaining power and its implication for the food supply chain. The seminar will bring together agricultural and applied economists, policy makers and industry representatives to discuss the theoretical, empirical and regulatory implications of the new dimensions in power and bargaining. Multidisciplinary contributions with special emphasis on law and regulation are also welcome.

Dissemination

The five best papers of the seminar will be published in a special issue of *Agribusiness*

Important dates

December 31, 2015

Submission of extended abstract
(max 2 pages)

February 15, 2016

Notification of acceptance of abstract.

March 1, 2016

Deadline for early bird discounts.

May 20, 2016

Deadline for registration.

Submission of full paper.

June 9-10, 2016

Seminar days

Participation fees

Regular: € 210 (160 early bird discount). The fee covers: Information package, name tag, coffee breaks, two lunches, one dinner.

Students: € 125 (100 early bird discount)
Students

EAAE membership is required for the participation in the seminar (EAAE membership fees for the triennial period 2016-2018 are 100€, the membership is not included in the seminar fee.).

Contacts

Seminar Website:

<http://eventi.uniclam.it/gaeta2016>

Secretariat:

secretariat.gaeta2016@unicas.it

Seminar tracks

Track 1: Competition and bargaining power covers theoretical and empirical issues related to the various dimensions of power and bargaining. Contribution may address: distribution and redistribution of bargaining power, estimation of market/bargaining power, analysis of business practices, competition effects of private labels, competition models, price transmission, pricing strategies and industrial organization studies in general.

Track 2: Contracts and collective action considers the implications of the distribution of bargaining power on the governance of the supply chains. Discussion topics cover: i) negotiation, contracting, use of standards, and conflict management in the supply chain, ii) countervailing power, agricultural cooperatives, and producer organizations, iii) bargaining power and coordination: hybrid firms, networks, business partnerships, iv) bargaining power and asymmetric information, v) implications for sustainability and corporate social responsibility vi) studies about the economics of organization.

Track 3: Regulation covers topics concerning the interaction between public intervention and the exertion of bargaining power by private agents, including: regulation to limit bargaining power, optimal regulation under imperfect competition, legal framework for competition policies in agriculture, competition and agricultural policies and the EU.

Track 4: Agri-food SME and bargaining power. explores the impact of bargaining power on agri-food SMEs and their strategies to deal with high concentrations of power. Topics may include: strategies to avoid dependency, adaptation strategies, direct and alternative marketing channels, alternative food networks, informal and local markets, SME innovation and diversification.