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School of Business and Economics  
Winter semester 2025/2026

## **Student Seminar for Master Students on Public Procurement**

This seminar will deal with selected topics of public procurement. The topics and the respective research papers (with links to the papers) are:

1. The average bid auction  
Decarolis, Francesco (2018), Comparing Public Procurement Auctions, *International Economic Review*, 59: 391-419.
2. Gravity and public procurement  
Herz, Benedikt, and A1 Varela-Irimia, Xose-Luis (2020), Border effects in European public procurement, *Journal of Economic Geography*, 20: 1468-2702.
3. Trade barriers in government procurement  
Mulabdic, Alen, and Rotunno, Lorenzo (2022), Trade barriers in government procurement, *European Economic Review*, 148: 104204.
4. Cost reimbursement and incentives in public procurement  
Chapter 1 of Laffont, Jean-Jacques, and Tirole Jean (1998), A Theory of Incentives in Procurement and Regulation, MIT Press.
5. Auctions versus negotiations  
Bajari, Patrick, McMillan, Robert, and Tadelis, Steven (2008), Auctions Versus Negotiations in Procurement: An Empirical Analysis, *Journal of Law, Economics, and Organization*, 25: 372-399.
6. The effect of greater discretion on public procurement  
Carril, Rodrigo (2022), Rules Versus Discretion in Public Procurement, Working paper.
7. The effect of public demand on firm performance  
Cappelletti, Matilde, Leonardo M. Giuffrida, and Gabriele Rovigatti (2024), Procuring survival, *Journal of Industrial Economics*, 72.4 : 1451-1506.
8. The effect of greater publicity on public procurement  
Coviello, Decio and Mariniello, Mario (2014), Publicity requirements in public procurement: Evidence from a regression discontinuity design, *Journal of Public Economics*, 109 : 76-100.
9. The effect of tenure in office on public procurement  
Coviello, Decio and Gagliarducci, Stefano (2017), Tenure in office and public procurement, *American Economic Journal: Economic Policy*, 9.3: 59-105.

10. The effect of centralizing public procurement

Lotti, Clarissa and Muco, Arieda and Spagnolo, Giancarlo and Valletti, Tommaso (2024), Indirect Savings from Public Procurement Centralization, *American Economic Journal: Economic Policy*, 16.3: 347-66.

You are expected to do a presentation and to write an essay. Both the essay and the presentation must be in English. The essay should not be longer than 20 pages, and you will be emailed a Latex template for your essay. The presentation will be 20 minutes, followed by a discussion of 10 minutes. The timeline is as follows:

- Registration until October 13, 10:00: **please register via Alma**. Once your registration is approved, please send an email with the subject line “Master seminar registration” to frank.staehler@uni-tuebingen.de and indicate three topics you are interested in. We hope that you will understand that we cannot make any commitment at this stage.
- Topic assignment by email: October 14, 11:00.
- First meeting: October 20, 18:00 in SR209, second floor, Mohlstraße 36.
- Student seminar with presentations: December 13, starting at 9:00 in SR209, second floor, Mohlstraße 36.
- Submission deadline for essay: January 09, 18:00.

The number of participants in this seminar is limited, and the allocation will be done on a first come, first served basis. You are expected to work thoroughly through the respective research paper which is one of the key papers in your topic area. Additionally, you should do research on other papers in this field, and for this reason you should learn how to use Google Scholar, Science of Knowledge, the Social Science Citation Index and other tools.

All correspondence will be done by email, and with the topic assignment you will receive the details of the meeting on October 20. In this meeting, we will also discuss the general setup of the seminar on December 13.