

The Research Centre of the Faculty of Economics
cordially invites you to a research seminar
on **Wednesday, 30th May 2018**
at **1 p.m.** in room **P-119**
at the **Faculty of Economics, University of Ljubljana**

Author:

Nenad Kos, Bocconi University

will present the article:

“Investing in Bargaining Power”

“We study a model of surplus division with costly investments in a bilateral trade environment. Investments determine the probability with which agents get to make an offer and thereby the surplus they are able to secure, however, it may also signal their private information, something that the rival can use to his advantage. We characterize the equilibria of the game and show that the seller's payoff can be non-monotonic in the share of high value buyers. The seller faced with an entry decision might, therefore, find it propitious to enter a market mostly populated by low value customers. ”

You can register for the free seminar by phone (01) 58-92-490, or via e-mail:
research.seminars@ef.uni-lj.si by Tuesday, 29th May 2018.

You can find all information regarding future research seminars on following link:
http://www.ef.uni-lj.si/raziskovanje/seminarji_in_konference

We look forward to seeing you!

