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A systematic treatment of
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firm, this book draws on the insights of a variety of areas in modern economics and other disciplines, but presents a coherent, consistent, innovative treatment of the central problems in organizations of

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motivating people and
coordinating their
activities.

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International editions:

Authors: Paul Robert

Milgrom, John Roberts:

Edition: 2, illustrated:

Publisher: Prentice-Hall,

1992: ISBN: 0132246503,

9780132246507: Length: 621

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pages: Subjects

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Economics, Organization, and
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In 1992, Milgrom and Roberts
published their textbook on
organizations, Economics,
Organization and Management.

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The book covers a wide range of topics in the theory of organizations using modern economic theory.

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(1992) Economics,
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organizations, the division of activity among these organizations, and the management of relations between them through markets or other higher-level, encompassing organizations.

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Bargaining costs, influence costs, and the organization of ...

A systematic treatment of the economics of the modern firm, this book draws on the insights of a variety of areas in modern economics

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and other disciplines, but presents a coherent, consistent, innovative treatment of the central problems in organizations of motivating people and coordinating their activities.

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Even though one of the main
goals of such incentive
contracts is to persuade

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workers to perform in favor of the best interests of the organization (Maher et al., 2012; Milgrom & Roberts, 1992) and...

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This book is probably the first textbook on economics of organization. Since published in 1992, it has been widely used in classes. The main framework of the book lies in the conception of the firm as a system of

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incentive/coordination to
allocate efficiently
resources.

Economics, Organization and
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Milgrom is the Shirley and

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Leonard Ely professor of
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the department of economics
and professor by courtesy at
Stanford Graduate School of
Business. He is a member of
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American Academy of Arts and Sciences, and director of the Market Design program at SIEPR.

Paul R. Milgrom | Stanford
Graduate School of Business
The Economics of Modern

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Manufacturing: Technology,
Strategy, and Organization.
Paul Milgrom and John
Roberts. American Economic
Review, 1990, vol. 80, issue
3, 511-28 Abstract:
Manufacturing is undergoing
a revolution. The mass

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production model is being replaced by a vision of a flexible multiproduct firm that emphasizes quality and speedy response to market conditions while utilizing technologically advanced equipment and new forms of

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EconPapers: The Economics of
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Economics, Organization, and
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International editions:
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V7 Sp for the control of
incentives. In the standard
model, when each agent can
engage in only one task, the
grouping of tasks into jobs
is not a relevant issue.⁴

Our formal modeling of these
issues utilizes our linear

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principal-agent model
(Holmstrom and Milgrom,
1987), mainly specialized to
the case where

Multitask Principal-Agent
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Understanding Japanese
Economic Organization¹ PAUL
MILGROM and JOHN ROBERTS
DEPARTMENT OF ECONOMICS AND
GRADUATE SCHOOL OF BUSINESS
STANFORD UNIVERSITY
STANFORD, CA 94305 April 19,
1994 [First published in

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Estudios Economicos, 9(1),
1994: 3-42.] The performance
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during which it has

Complementarities and
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Roberts' teaching in the
MBA, Sloan, and Executive

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Programs focused on strategy and organization, with special attention to multinational business. He has also advised numerous PhD students who have joined the faculties of many of the world's leading business

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schools and economics
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A systematic treatment of
the economics of the modern
firm, this text draws on the

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insights of various areas in modern economics and other disciplines and presents the central problems in organizations of motivating people and co-ordinating their activities.

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A systematic treatment of the economics of the modern firm, this text draws on the insights of various areas in modern economics and other disciplines and presents the central problems in organizations of motivating

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disciplines and presents the central problems in organizations of motivating people and co-ordinating their activities.

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In even the most market-oriented economies, most economic transactions occur not in markets but inside managed organizations, particularly business firms. Organizational economics seeks to understand the

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both the current state of research in this fast-emerging field and where it might be headed. The Handbook of Organizational Economics surveys the major theories, evidence, and methods used in the field.

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It displays the breadth of topics in organizational economics, including the roles of individuals and groups in organizations, organizational structures and processes, the boundaries of the firm,

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theoretical and empirical
methods used today

This book brings together
classic writings on the
economic nature and
organization of firms,
including works by Ronald

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Coase, Oliver Williamson,
and Michael Jensen and
William Meckling, as well as
more recent contributions by
Paul Milgrom, Bengt
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Oliver Hart, Luigi Zingales,
and others. Part I explores

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the general theme of the
firm's nature and place in
the market economy; Part II
addresses the question of
which transactions are
integrated under a firm's
roof and what limits the
growth of firms; Part III

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examines employer-employee relations and the motivation of labor; and Part IV studies the firm's organization from the standpoint of financing and the relationship between owners and managers. The

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sources cited by these
authors and an introductory
essay by the editors that
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in the anthology.
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This book provides a comprehensive introduction to modern auction theory and its important new applications. It is written by a leading economic

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theorist whose suggestions
guided the creation of the
new spectrum auction
designs. Aimed at graduate
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the most up-to-date
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traditional theories of
'optimal auctions' and newer
theories of multi-unit
auctions and package
auctions, and shows by
example how these theories
are used. The analysis
explores the limitations of

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prominent older designs,
such as the Vickrey auction
design, and evaluates the
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limitations. It explores the
tension between the
traditional theory of
auctions with a fixed set of

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bidders, in which the seller seeks to squeeze as much revenue as possible from the fixed set, and the theory of auctions with endogenous entry, in which bidder profits must be respected to encourage participation.

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provides new insights into
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incentives at work to see

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how and how well
coordination is achieved by
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