

Lecture 4 Outline

Part I: Debrief Oil Price Game

Part II: Auction Design Matters

- Auction types
- Perspective of Bidder
- Perspective of Auctioneer

Part III: Auction Vignettes

- Clinton Memoirs, Rodriguez auctions
- eBay versus Amazon
- Petrol Ofisi

Part IV: Computer aided dispute mediation

- Cybersettle case
- Atlantis vs Biovent

Bids for \$30 and Atlantis-Biovent strategies due tonight