Draft Meeting Agenda

10 December 2004
Rittenhouse Hotel — Philadelphia

8:15 - 9:00  Continental Breakfast

9:00 - 9:15  Introduction and Objectives of Meeting

9:15 - 9:45  Competition Based on Price or Competition Based on Differentiation
Eric K. Clemons, Panos Markopoulos
(Paper will be distributed before session)
Formal derivations are consistent with recent experience: as information endowment increases, existing firms in the center of large markets compete on price, while new firms compete by matching customer preferences.

9:45 - 11:00  Channel Conflict and Less-than-perfect information: Experience with Hotels.com and InterContinental Hotels Group
Eric K. Clemons, Jim Young
(Paper will be distributed before session)
Formal analysis supports what we have seen — misrepresentation by a trusted intermediary can continue for a surprisingly long period of time even in an internet environment, allowing the intermediary to manipulate customers and service providers for its own gain.

11:00 - 11:15  Coffee Break

11:15 - 12:30  Scenarios for Conflict in the Middle East — What we have learned from the past two years
Eric Clemons, Steve Barnett
(Paper will be distributed before session)
The workshop that we ran in Spring of 2002 has been depressingly on target, with the conflict unfolding according to our worst-case scenario — a conflict fought over non-economic incentives, against a foe who cannot be bought off, against a non-state institution, with no party in position to offer or enforce a credible surrender even to overwhelming force. Where do we go from here and how much better or worse can we expect the future to be?

12:30 - 1:45  Working Lunch — Breakout Groups on Scenarios for Conflict in the Middle East — What we have learned from the past two years

1:45 - 3:30  Recent Case Studies — Studies of Industries Continuing to Be Transformed by Information Availability
3:30 - 4:00  Discussion over Coffee — Outsourcing and International Competitiveness: Lessons for American Outsourcing Policy