11th Annual Conference
Contests: Theory and Evidence
17-18 September 2025
RMIT University, Melbourne

Wednesday, 17ᵗʰ September, 2025
Venue: Building 16 (Storey Hall), Conference Room 1 & 2 (016.07.007-008)

Time	Event
8:30–9:00	Registration and morning tea
9:00–9:25	Welcome and opening: Heath McDonald, Dean, School of Economics, Finance and Marketing
9:25–10:40	Session 1
10:40–11:00	Break
11:00–12:15	Keynote 1: Qiang Fu (National University of Singapore) Title: Decentralized Contest Design in Networks
12:15–13:30	Lunch
13:30–15:10	Session 2
15:10–15:30	Afternoon tea
15:30–17:10	Session 3
18:00	Conference dinner (presenters only)

Thursday, 18ᵗʰ September, 2025
Venue: Building 16 (Storey Hall), Conference Room 1 & 2 (016.07.007-008)

Time	Event
9:00–10:40	Session 4
10:40–11:00	Break
11:00–12:15	Keynote 2: Victoria Prowse (Purdue University) Title: Contests and Cognition
12:15–13:30	Lunch
13:30–15:10	Session 5
15:10–15:30	Afternoon tea
15:30–17:10	Session 6
17:10	Closing

Welcome & Logistics

Welcome to the 11th Annual Conference - Contests: Theory and Evidence.

Hosted by the School of Economics, Finance & Marketing (EFM) and the Behavioural Business Lab (BBL) at RMIT University, this two-day meeting brings together researchers to share new theory and evidence on contests. We are delighted to have you with us.

Venue

RMIT City Campus, Storey Hall (Building 16), Conference Room 1 & 2 (016.07.007–008). A campus map appears at the back of this booklet.

Registration

Registration and morning tea run Wednesday 17 Sep, 8:30-9:00am. Please collect your name badge at the desk near the entrance to Conference Room 1 & 2.

Internet access

Guest Wi-Fi is available on campus via "RMIT-Guest". Please follow the on-screen steps to register.

Catering & dinner

Morning/afternoon tea and lunch are served outside Conference Room 1 & 2.

The Wednesday conference dinner (presenters only) will be held at *Cookie*, 252 Swanston Street, Melbourne, VIC 3000.

About the BBL

RMIT's Behavioural Business Lab (BBL) is a multidisciplinary group of economists and behavioural scientists who study how people make decisions, individually, in teams, and within markets and institutions. We use lab and online experiments, field trials, surveys, and administrative data to test theory and design practical solutions. Our research spans incentives and contests, auctions and markets, risk and uncertainty, consumer and financial decisions, digital platforms, and public policy. To learn more about our projects, publications, partnerships, and opportunities to collaborate, please visit our website.

Sessions

Each talk is allocated 25 minutes. We recommend preparing a 20-minute presentation, allowing 5 minutes for questions and transition between speakers.

Session 1: Team Contests (Wednesday, 9:25-10:40)

Changxia Ke	Queensland University of Technology	(Sub)optimality and Remedies of the Majority Rule in Team Contests: Theory and Experiment
Kai A. Konrad	Max Planck Institute for Tax Law and Public Finance	The Strategic Role of Weak Team Members in Dynamic Conflict
Rajib Prasad	Vidyasagar College for Women	Strategic Delegation and Communication in Group Contests under Incomplete Information: Theory and Experimental Evidence

Session 2: Dynamic Contests (Wednesday, 13:30-15:10)

Vladimir Smirnov	University of Sydney	Elimination Tournaments with Resource Constraints
Zenan Wu	Peking University	A Second Chance? Theory and Evidence on Elimination Tournaments
Jeffrey Zeidel	NYU Abu Dhabi	The (Ir)relevance of Feedback Policies in Dynamic Contests
Kazuki Kumashiro	Okayama Shoka University	Resource Allocation in Repeated Contest under Present Bias

Session 3: Contest Design 1 (Wednesday, 15:30–17:10)

Qin Wu	RMIT	The Psychology of Prizes: Loss Aversion and Optimal Tournament Rewards
Yuxuan Zhu	Peking University	On the Optimal Design of All-Pay Auctions
Bo Chen	Shenzhen University	The Regularization and Optimal Design of All-pay Auctions
Dmitry Ryvkin	RMIT	Robust Tournaments

Session 4: Odd Ones (Thursday, 9:00–10:40)

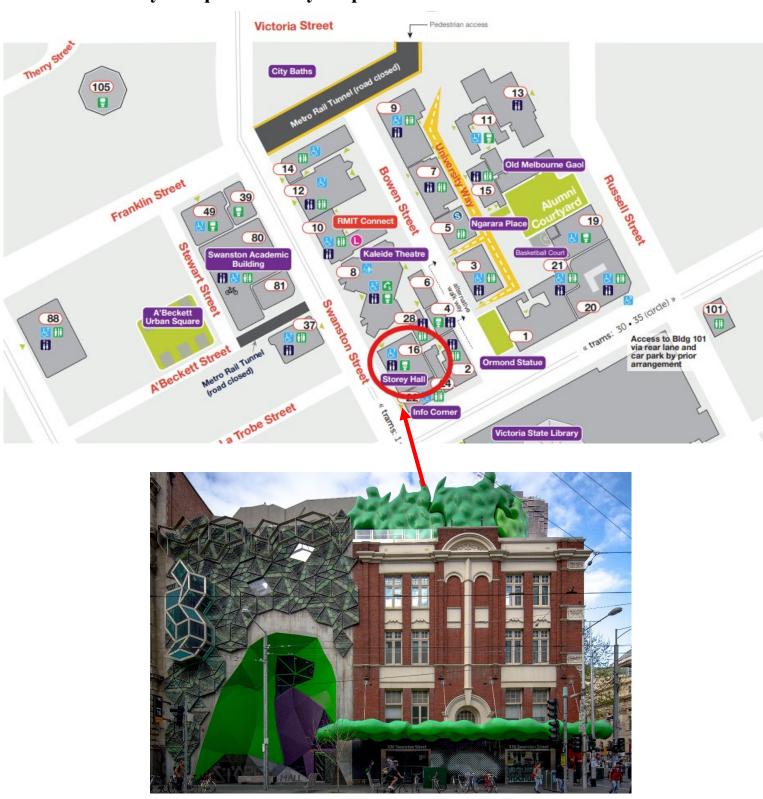|		
Song Shuangteng	Nanjing University	Information Acquisition in All-pay Contests
Samarth Vaidya	Deakin University	Political Capitalism vs the Public Interest: Influence in the Presence of Checks and Balances
Jun Zhang	University of Technology Sydney	Tournaments with and without Private Information: A Nonparametric Approach
Yang (Laura) Liu	RMIT	Participation, Selection, and Indicative Bidding in Auctions with Costly Entry: Experimental Evidence

Session 5: Biases and Handicapping (Thursday, 13:30–15:10)

Ben Chen	University of Sydney	Portfolio Management under Judicial Hindsight Bias
Greg Kubitz	Queensland University of Technology	Biased Contest Judges
Jingjing Zhang	RMIT	Handicapping in Two-Period Contests
Robert Ridlon	University of North Carolina - Wilmington	Failure-Based Handicapping: Inducing Effort vs Identifying Ability

Session 6: Contest Design 2 (Thursday, 15:30–17:10)

Rachna Soni	National Institute of Food Technology, Entrepreneurship and Management	Designing Effective Incentives: The Influence of Prize Structure and Information Transparency in Student Competitions
Aytek Erdil	University of Cambridge	Matching Doctors to UK Foundation Schools
Hanlin Lou	UNSW Sydney	Designing Contest Rewards: The Roles of Incentive Framing and Peer Group Composition
Jun Xiao	University of Melbourne	Procurement of Innovation and R&D Policy

RMIT City campus mobility map

Venue: RMIT University, Story Hall (Building 16)