

Contents

Preface	1
1 Subsidized R&D Collaboration:	
The Effect of Innovation Vouchers on Innovation Activity and Performance.....	9
1.1 Introduction	9
1.2 Context and Experimental Design	13
1.2.1 Context and Program	13
1.2.2 Design of the Field Experiment	13
1.3 Data and Methodology	14
1.3.1 Data and Sample	14
1.3.2 Variables	17
1.3.3 Randomization Check and Response Bias	24
1.3.4 Empirical Strategy	27
1.4 Results	29
1.4.1 Comparison of Means	29
1.4.2 Main Results on Project-level Outcomes	30
1.4.3 Main Results on Firm-level Outcomes.....	34
1.4.4 Robustness Tests	37
1.5 Discussion and Conclusion	40
2 Choking Under Pressure:	
The Effect of Asymmetric Contests on Effort, Stress, and Performance	45
2.1 Introduction	45
2.2 Literature Review and Mechanisms	48
2.2.1 Contest Theory	48
2.2.2 Choking Under Pressure	50
2.3 Design of Laboratory Experiment.....	54
2.3.1 Work Task	55
2.3.2 Design and Procedure	56
2.3.3 Implementation.....	59
2.3.4 Stress-related Arousal Measures	62
2.4 Sample and Descriptives	65
2.5 Results	71
2.5.1 Robustness Tests	80
2.6 Discussion	81
2.7 Conclusion.....	86

3 Performance in Contests:

The Role of Risk and Confidence	91
3.1 Introduction	91
3.2 Literature Review and Mechanisms	94
3.3 Regression Discontinuity Design	96
3.3.1 Context	96
3.3.2 Data and Descriptive Statistics	99
3.3.3 Empirical Strategy	101
3.3.4 Results	107
3.3.5 Robustness Tests	111
3.4 Laboratory Experiment	113
3.4.1 Work Task	114
3.4.2 Design	114
3.4.3 Results	118
3.5 Discussion and Conclusion	121
Appendix	125
Appendix to Chapter 1	125
A.1 Supplementary Information	125
A.1 Supplementary Figures	135
A.1 Supplementary Tables	136
Appendix to Chapter 2	155
A.2 Supplementary Information	155
A.2 Supplementary Figures	161
A.2 Supplementary Tables	163
Appendix to Chapter 3	181
A.3 Supplementary Information	181
A.3 Supplementary Figures	183
A.3 Supplementary Tables	193
Bibliography	207