



Académie RISE :

DigiCom

SKEMA Business School

GREDEG



# Motivation

- Interaction is the basis of many socio-economic activities
- For years Interaction has taken space face-to-face
- The rise of ICT has shifted interactions into the digital space
- The effect of this transition on basic socio-economic phenomena is not understood
- Using methodologies developed in psychology, important questions in economics, organisation science, as well as in law can be answered



# Objectives

- Use controlled human-subject experiments to understand the effects of digitization of communication on collaboration (trust) and competition (conflict resolution)
- Two separate studies (involving 540 human subjects)
  - Study of collaboration (peer communication)
  - Study of competition (communication with the authority)
    - Going a step further: considering automated authority (a judge)
- Requested amount: 25k (compensation for subjects, missions, a master internship)



# Current state of the project

- Two studies will be conducted sequentially
- Each study involves multiple treatments
- In each case the major effort is running the face-to-face communication treatment
- Tests and major part of f2f treatment for the first study have been run in April-May
- The rest of the sessions will be run in fall 2017
- All experiments for the second study will be run in 2018