



Graduate Seminar

Department of
Economics and Finance

College of Business
and Economics

Altanchimeg Alгаа

MA Candidate

Supervisor: Dr. Bram Cadsby



INCREASING PRODUCTIVITY USING PERFORMANCE RANKING INFORMATION

Recent findings in managerial economics using relative performance feedback information brought many new insights on this field, but these findings mainly from laboratory experiments which lacks natural behaviour respond from individuals and their corresponding counterparts. This paper studies the effectiveness of providing rank-order information on individual performance, announced publicly when workers are paid in piece rate scheme. Analysing data from natural field study, conducted by the firm on their internal workers engaged in production of traditional dwelling called “ger” in Mongolia to test this effect in real effort setting. The findings were consistent with the theory stating feedback information induces performance increase and contributed to the theory suggesting public disclosure of rank-order information yields stronger effect.

Date: Wednesday August 15 2018

Time: 3:00 PM

Room: Mackinnon 720

