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Nota di contenuto	Foreword; Acknowledgements; Table of Contents; List of Abbreviations; Table of Figures; 1 Introduction; 1.1 Purpose; 1.2 Structure of the Thesis; 2 Identity and Competition in an Organizational Context; 2.1 Social Identity Approach; 2.1.1 Historical Context; 2.1.2 Social Identity Theory; 2.1.3 Self-Categorization Theory; 2.1.4 Organizational Change; 2.2 The Social Identity Approach in Corporate Mergers & Acquisitions; 2.2.1 Introduction to M&A; 2.2.2 The Concept of M&A; 2.2.3 Motivation for M&A ; 2.2.4 Realization of M&A Transactions; 2.2.5 Performance Factors of M&A Projects 2.2.6 Social Identity Approach and M&A performance 2.3 Motivation and Competition; 2.3.1 "Division of Labor" and "Exchange" as Basic Organizational Principles; 2.3.2 Motivation as Part of the Organizational Problem; 2.3.3 Incentive Systems ; 2.3.4 The Motivational Aspect of Competition; 2.3.5 Competition as a Behavioral Prescription; 3 The Model; 3.1 Review of Existing Game Theory Literature and Identification of the Research Gap; 3.1.1 Economic Contest Literature and Group Size; 3.1.2 The Symmetric Winner-Take-All Contest; 3.1.3 Identity in Economics; 3.1.4 Research Gap 3.2 Identity-Driven Contest with Endogenous Entry 3.2.1 Introduction to the Basic Model ; 3.2.2 Specifications of the Basic Model; 3.2.3 Game Structure of the Basic Model; 3.2.4 Equilibrium Analysis; 3.2.5 Implications of the Basic Model; 3.3 Identity-Driven Group Contest with Endogenous Entry; 3.3.1 Introduction to the Extended Model; 3.3.2 Specifications of the Extended Model; 3.3.3 Game Structure of the Extended Model; 3.3.4 Equilibrium Analysis; 3.3.5 Implications of the Extended Model for M&A; 4 Conclusion on the Model; 4.1 Capabilities of the Model; 4.2 Prospects for Future Research A. Appendix A1 Optimal Effort Levels of Competing Agents and Proof of Proposition 1; A2 Optimal Choice of Activities and Proof of Proposition 2; A3 Optimal Choice of Social Category and Proof of Proposition 3; A4 Optimal Contest Structure and Proof of Proposition 4; A5 Optimal Effort Levels of Competing Agents and Proof of Proposition 5; A6 Optimal Choice of Activities and Proof of Propositions 6 and 7; A7 Optimal Choice of Social Category and Proof of Proposition 8; A8 Proof of Proposition 9; B. Model variables; B1 Basic Model; B2 Extended Model; Bibliography
Sommario/riassunto	Sebastian Burchhardt develops a game theory model that analyzes the possible behavioral patterns of employees during M&A processes and the impact of such patterns on the success of the transaction itself. The result is the development of a principal-multi-agent model that allows for endogenous contest entry driven by identity. In addition, the model proposes guidance for practical M&A management. Contents Identity and Competition in an Organizational Context The Social Identity Approach in Corporate Mergers and Acquisitions Identity-Driven Contest with Endogenous Entry Identity-Driven Group Contest with Endogenous Entry Implications of the Basic Model Implications of the Extended Model for M&A Target Groups Researchers and students in the fields of mergers & acquisitions, microeconomics and organization theory Practitioners in these areas The Author Dr. Sebastian Burchhardt completed his doctoral studies under the guidance of Prof. Dr. Peter-J. Jost at the Chair of Organization Theory at WHU – Otto Beisheim School

