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Don't ask, don't tell: sharing revenues with a dishonest retailer

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Highlights

- We consider a single manufacturer single retailer supply chain that operates under a revenuesharing contract.
- The retailer can exert effort to increase demand.
- The retailer's effort and sales are unobservable to the manufacturer, so the retailer can underreport revenues.
- The retailer's opportunistic behavior can benefit the manufacturer and the supply chain.

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