

GDN 2015 Doctoral Consortium

June 22, 2015

Program

Venue: Szkoła Główna Handlowa, "C" building, al. Niepodległości 128, Warszawa

Room [presentations]: Aula II

Room [one-to-one meetings]: Rooms 2a, 2b, 2c, 2e [2nd floor]

- 9:00 – 9:15 Opening
Ofir Turel, Rudolf Vetschera
- 9:15 – 10:30 Keith Hipel, University of Waterloo:
How to Conduct Original Research in Graduate Studies
- 10:30 – 11:00 Coffee break
- 11:00 – 12:00 Aysegül Engin, University of Vienna:
Effects of Information Representation on Cognitive Biases in an Auction
Framework
- 12:00 – 13:00 Aldís Guðný Sigurðardóttir, University of Reykjavik:
Tactics in Face-to-face Negotiations in Business-to-business settings
- 13:00 – 14:00 Lunch
- 14:00 – 15:00 Ellen Czaika, Massachusetts Institute of Technology
Model Use in Sustainability Policy: An Experimental Study
- 15:00 – 16:00 Marcella Urtiga, Federal University of Pernambuco:
A Value-Creation Approach to Promote Cooperative Negotiations in Watershed
Committees
- 16:00 – 16:30 Coffee Break
- 16:30 – 18:00 One-to-one meetings with mentors 2nd floor

PhD Student	Room	16:30 – 17:00	17:00 – 17:30	17:30 – 18:00
Ellen Czaika	2a [2nd floor]	Keith Hipel	Hannu Nurmi	Rudolf Vetschera
Aysegül Engin	2b [2nd floor]	Danielle Morais	Gregory Kersten	Ofir Turel
Aldís Guðný Sigurðardóttir	2c [2nd floor]	Tomasz Szapiro	Ofir Turel	Gregory Kersten
Marcella Urtiga	2e [2nd floor]	Rudolf Vetschera	Masahide Horita	Hannu Nurmi

18:00 Closing