### 12th Annual Behavioral Operations Conference
Young Scholars Workshop, Wednesday, July 12th
MIT Sloan School of Management

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>9:00 – 9:45AM</td>
<td>Breakfast and Young Scholars Workshop Registration</td>
<td>E51-345</td>
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<tr>
<td>9:45 – 10:00AM</td>
<td>Welcome to YSW – Karen Zheng</td>
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<tr>
<td>10:00 – 11:30AM</td>
<td>Tutorial: The Econometrics of Experiments Kyle Hyndman (UT Dallas)</td>
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<td>11:30AM – 1:00PM</td>
<td>Lunch</td>
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<td>1:00 – 2:45PM</td>
<td>Incubator Session 1 (see end for participant assignments)</td>
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**Group 1A: Inventory Decision Making**

- Han K. Oh (Mays Business School, Texas A&M University) “Nudging local managers: Improving choice architecture for retail restocking decisions”
- Florian Federspiel (INCAE Business School) “Examining the Effect of Near Miss Events in the Newsvendor Context”
- Nienke Hofstra (Vrije Universiteit Amsterdam) “Decision making under inventory record inaccuracy and supply uncertainty”

**Group 1B: Service Operations**

- Hang Ren (UCL School of Management) “Managing Service Systems with Unknown Quality and Customer Anecdotal Reasoning”
- Song-Hee Kim (USC Marshall School of Business) “Understanding and Improving Physicians' Hospital Unit Admission Decisions”
- Jiun-Yu Yu (National Taiwan University) “Designing Health Facilitated Networks based on Information Seeking Behavior and Information Needs of Cancer Patients”

**Group 1C: Supply Chain Management**

- Sebastián Villa (School of Management, University of los Andes) “Negotiating Transshipments Prices for Improving Supply Chain Coordination”
- Jingjie Su (University of Texas at Arlington) “How market power impacts investment in supply chains: Theory and Experiment”
- Disha Nair (School of Management, New York Institute of Technology) “Supply chain integration, leadership behaviors, and ISO certifications: An empirical study”
### Group 1D: Revenue Management

- H. Niles Perera (The University of Sydney) “Repercussions of sales promotions on ordering decisions for dependent demand items”
- Lijia Tan (Cologne University) “How Auctioneers Set Ex-Ante and Ex-Post Reserve Prices in English Auctions?”
- Yulia Vorotyntseva (University of Texas at Dallas) “Can Managers Plan Assortments? An Experimental Study”

### Group 1E: Project and Team Management

- Sebastian Schiffels (Technical University of Munich) “Project managers confronted with Parkinson’s Law - An experimental investigation of planner-worker interaction in projects”
- Alexandros Pasparakis (Rotterdam School of Management, Erasmus University) “In the Driver's Seat: The Role of Leadership in Safe and Productive Cargo Transport”
- Jiawei Li (University of Michigan) “Team Decision Making in Operations Management”

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<tr>
<td>2:45 – 3:15PM</td>
<td>Break</td>
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<tr>
<td>3:15 – 5:00PM</td>
<td>Incubator Session 2 (see end for participant assignments)</td>
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### Group 2A: Performance and Competition

- Tauhid Zaman (MIT) “Predicting Performance Under Stress Using Galvanic Skin Response”
- Anton Ovchinnikov (Queen's University) “Heterogeneity of Reference Effects in the Competitive Newsvendor Problem”
- Jose Benedicto DUHAYLONGSOD (ESSEC Business School) “Designing Incentive Systems for Improved Group Forecasting Efforts”

### Group 2B: Inventory Decision Making

- Shivom Aggarwal (IE Business School, IE University) “Anchoring and Demand Chasing in Stock-out Avoidance Decision Making”
- Ilkka Leppanen (School of Business and Economics, Loughborough University, UK) “Decision conflict in the newsvendor game”
- Juan Li (Nanjing University) “Social Comparison Mitigates Decision Bias in Newsvendor Settings”
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<th>Group 2C: Supply Chain Management</th>
<th>E62-587</th>
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<tr>
<td>• Li Ding (Durham Business School, UK) “Incentives in managing supply chain: reciprocity in a laboratory experiment”</td>
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<td>• Ummuhan Akbay (Sabanci University School of Management) “Asymmetry and Sharing of Sales Information under Revenue Sharing Contract”</td>
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<td>• B Vipin (Indian Institute of Technology Madras) “Supply Chain Contracting with Behavioral Agents: Models and Extensions”</td>
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<th>Group 2D: Forecast and Incentives</th>
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<tr>
<td>• Jason Hurley (The University of Sydney) “The Ripple Effect Caused by Judgmental Forecast Adjustments”</td>
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<td>• Behrooz Pourghannad (Department of Industrial and System Engineering, University of Minnesota) “Is Simplicity the Ultimate Sophistication? Wholesale Pricing vs. Non-Linear Pricing”</td>
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<tr>
<td>• Jaime Castañeda (Universidad del Rosario) “Profit and Service: How the Alignment/Misalignment between Operational Goals and Decision Makers' Preferences Affects Ordering Behavior”</td>
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<th>Group 2E: Service and Revenue Management</th>
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<tr>
<td>• Hazhir Rahmandad (MIT Sloan) “Can good jobs be profitable in low cost services? A systemic model and estimation”</td>
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<td>• Sareh Nabi Abdolyousefi (University of Washington) “Dynamic Pricing in the Presence of Strategic Behavior using Thompson Sampling”</td>
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<tr>
<td>• Somaye Ramezanpour-Nargesi (University of Texas at Arlington) “Paradox of Choice: When number of choice makes a difference”</td>
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### Incubator Session Participant Assignments

**Incubator Session 1 (1:00 – 2:45PM)**

**Group 1A: Inventory Decision Making (E51-345)**
- Shivom Aggarwal
- Rana Azghandi
- Bahriye Cesaret
- Florian Federspiel
- Antoine Feylessoufi
- Andreas Fugener
- Nienke Hofstra
- Kyle Hyndman
- Ilkka Leppanen
- Juan Li
- Birasnav Muthuraj
- Han K. Oh
- Anyan Qi
- Amin Rahimian
- Stephen Shum
- Yanjun Tan

**Group 1B: Service Operations (E62-550)**
- Temidayo Adepoju
- Aleida Braaksma
- David Hidalgo
- Tingliang Huang
- Jillian Berry Jaeker
- Song-Hee Kim
- Cuihong Li
- Sareh Nabi
- Abdolyousefi
- Hazhir Rahmandad
- Hang Ren
- Eirini Spiliotopoulou
- Jordan Tong
- Gloria Urrea
- Galit Yom-Tov
- Jiun-Yu Yu
- Yingshuai Zhao

**Group 1C: Supply Chain Management (E62-587)**
- Ummuhan Akbay
- John Aloysius
- Jiayu Chen
- Li Ding
- Jordan Harrop
- Stephen Leider
- Disha Nair
- Goncalves Paulo
- Michelle Shell
- Tobias Stangl
- Jingjie Su
- Sebastián Villa
- B Vipin
- Matt Walsman
- Han Zhang

**Group 1D: Revenue Management (E62-650)**
- Rob Basten
- Ruth Beer
- Mustafa Cagri Gurbuz
- Jaime Castañeda
- Samer Charbaji
- Rozhin Doroudi
- Blair Flicker
- Jason Hurley
- Rogelio Oliva
- H. Niles Perera
- Behrooz
- Pourghannad
- Somaye
- Ramezanpour-Nargesi
- Lijia Tan
- Yulia Vorotyntseva
- Yanchong Zheng

**Group 1E: Project and Team Management (E62-687)**
- Michael Becker-Peth
- Jose Benedicto Duhaaylongsod
- Xiaojing Feng
- Jiawei Li
- Anton Ovchinnikov
- Alexandros Pasparakis
- Sebastian Schiffels
- Kenneth Schultz
- Sina Shokoohyar
- Wichinpong "Park" Sinchaisri
- Vincent (Junhao) Yu
- Tauhid Zaman
- Yinghao Zhang
- Wenqing Zhang
- Sarah Zheng
Incubator Session 2 (3:15 – 5:00PM)

Group 2A: Performance and Competition (E51-345)
- Jose Benedicto Duhaylongsod
- Aleida Braaksma
- Xiaoqing Feng
- Andreas Fügener
- Jordan Harrop
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