

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

9:00 – 9:45AM	Breakfast and Young Scholars Workshop Registration	E51-345
9:45 – 10:00AM	Welcome to YSW – Karen Zheng	
10:00 – 11:30AM	Tutorial: The Econometrics of Experiments Kyle Hyndman (UT Dallas)	
11:30AM – 1:00PM	Lunch	
1:00 – 2:45PM	Incubator Session 1 (see end for participant assignments)	
	Group 1A: Inventory Decision Making	E51-345
	<ul style="list-style-type: none"> • 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	E62-550
	<ul style="list-style-type: none"> • 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	E62-587
	<ul style="list-style-type: none"> • 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	E62-650
	<ul style="list-style-type: none"> • 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	E62-687
	<ul style="list-style-type: none"> • 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” 	
2:45 – 3:15PM	Break	
3:15 – 5:00PM	Incubator Session 2 (see end for participant assignments)	
	Group 2A: Performance and Competition	E51-345
	<ul style="list-style-type: none"> • 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	E62-550
	<ul style="list-style-type: none"> • 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” 	

	Group 2C: Supply Chain Management	E62-587
	<ul style="list-style-type: none"> • Li Ding (Durham Business School, UK) “Incentives in managing supply chain: reciprocity in a laboratory experiment” • Ummuhan Akbay (Sabanci University School of Management) “Asymmetry and Sharing of Sales Information under Revenue Sharing Contract” • B Vipin (Indian Institute of Technology Madras) “Supply Chain Contracting with Behavioral Agents: Models and Extensions” 	
	Group 2D: Forecast and Incentives	E62-650
	<ul style="list-style-type: none"> • Jason Hurley (The University of Sydney) “The Ripple Effect Caused by Judgmental Forecast Adjustments” • Behrooz Pourghannad (Department of Industrial and System Engineering, University of Minnesota) “Is Simplicity the Ultimate Sophistication? Wholesale Pricing vs. Non-Linear Pricing” • Jaime Castañeda (Universidad del Rosario) “Profit and Service: How the Alignment/Misalignment between Operational Goals and Decision Makers' Preferences Affects Ordering Behavior” 	
	Group 2E: Service and Revenue Management	E62-687
	<ul style="list-style-type: none"> • Hazhir Rahmandad (MIT Sloan) “Can good jobs be profitable in low cost services? A systemic model and estimation” • Sareh Nabi Abdolyousefi (University of Washington) “Dynamic Pricing in the Presence of Strategic Behavior using Thompson Sampling” • Somaye Ramezanpour-Nargesi (University of Texas at Arlington) “Paradox of Choice: When number of choice makes a difference” 	

Incubator Session Participant Assignments

(Session Facilitators Underlined)

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
- Duhaylongsod
- 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
- Xiaojing Feng
- Andreas Fügener
- Jordan Harrop
- Jiawei Li
- Cuihong Li
- Anton Ovchinnikov
- Alexandros Pasparakis
- Amin Rahimian
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- Kenneth Schultz
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