



BOC

BEHAVIORAL OPERATIONS CONFERENCE COLOGNE 2014 JUNE 12-14

Program

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9th Annual Behavioral Operations Conference Cologne

June 12-14, 2014

Venue: University of Cologne | Seminargebäude
Albertus-Magnus-Platz | 50923 Cologne



Conference Venue University of Cologne Seminargebäude

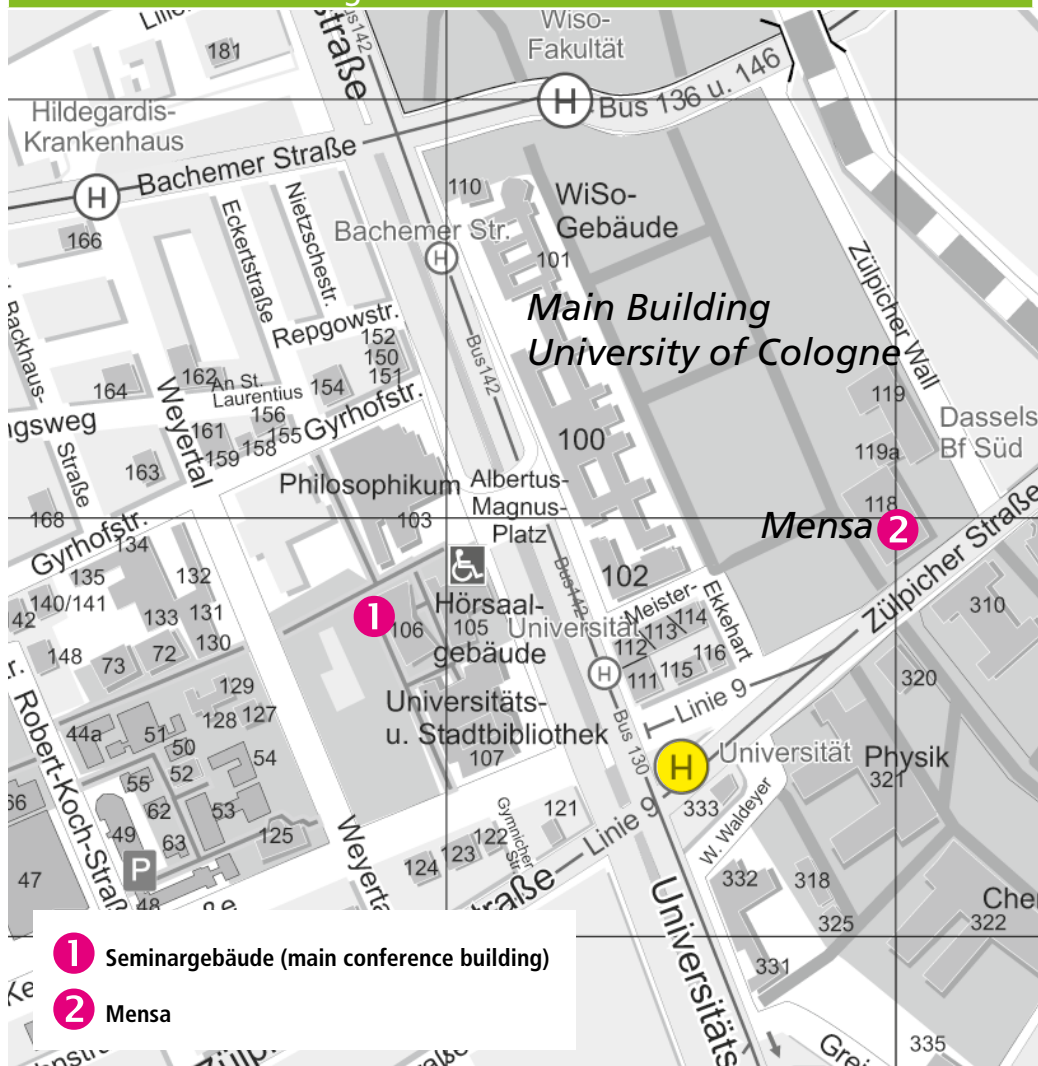
Albertus-Magnus-Platz, 50923 Cologne

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Conference Overview

	Thursday, June 12, 2014
10.30-6.00	Young Scholars Workshop
6.00-7.00	Welcome Reception - Behavioral Operations Conference

	Friday, June 13, 2014
8.45-6.00	Behavioral Operations Conference
6.00-8.00	Guided tour through Cologne
8.00	Conference Dinner at Brauhaus Früh

	Saturday, June 14, 2014
9.00-5.00	Behavioral Operations Conference

Notes:

Thursday, June 12, 2014

Young Scholars Workshop

University of Cologne
Seminargebäude

9.00-10.30	Registration - Young Scholars Workshop (Entrance)
10.30-12.00	Tutorial 1 - Enno Siemsen (University of Minnesota) Status Quo and Future Trends Tagungsraum 004
12.00-1.00	Lunch Mensa
1.00-3.00	Incubator Session 1 Rooms S11-S16
3.00-3.15	Coffee Break
3.15-4.45	Tutorial 2 - Matthias Sutter (European University Institute Florence and University of Cologne) Large Scale Experiments Tagungsraum 004
4.45-5.00	Coffee Break
5.00-6.00	Incubator Session 2 Rooms S11-S16
6.00-7.00	Welcome Reception – Behavioral Operations Conference

Notes:

Thursday, June 12, 2014

Incubator Session 1 (1.00-3.00)

Group 1 (Room S11)

Nicolas Fugger	Trust in Procurement Interactions
Bahriye Cesaret	Coordination in Procurement: An Experimental Study

Group 2 (Room S12)

Jaime Andrés Castañeda	Inventory Order Decisions in a Single Echelon: The Effect of Backorders
Jud Kenney	Information Sharing Under Supply Uncertainty

Group 3 (Room S13)

Vinay Kumar Kalakbandi	Mere Choice Effect: Improving Supply Chain Performance Using Contract Choice
Sebastian Villa Betancur	The (non)Effect of Power on Biased Newsvendor Order Behavior

Group 4 (Room S14)

Abhishek Shinde	The Distribution Free Newsvendor Problem: An Experimental Approach
Tamás Csermely	Behavior in Single-Echelon Dual Sourcing Settings: An Experiment

Group 5 (Room S15)

Eirini Spiliotopoulou	Inventory Allocation When Demand is Private Knowledge: The Impact of Allocation Mechanisms on Retailers' Strategic Ordering
Anastasia Danilov	Can Contracts Signal Social Norms? - Experimental Evidence

Group 6 (Room S16)

Shirin Aslani	Reference Price as a New Dimension of Demand Estimation in Revenue Management
Leon Valdes	Measuring Consumers' Willingness-to-Pay for Socially Responsible Products: The Roles of Information Uncertainty and Reciprocity

Incubator Session 2 (5.00-6.00)

Group 1 (Room S12)

Lijia Tan	An Experimental Comparison of Reserve Price Auctions and Auctions with Renegotiation
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Group 2 (Room S13)

Tobias Stangl	Supply Chain Performance Metrics. A Behavioral Perspective
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Group 3 (Room S14)

Ummuhan Akbay	Explaining Retailer and Manufacturer Behavior in Supply Chain Experiments
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Group 4 (Room S15)

David Wuttke	Initiating and Sustaining Supplier Involvement in Development Projects: Behavioral Aspects in the Contract Design
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Group 5 (Room S16)

Beatrice Boulu-Reshef	Leadership Styles and Free-Riding: An Experimental Investigation
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Notes:

Friday, June 13, 2014

University of Cologne
Seminargebäude

8.15-8.45	Registration (Entrance)
8.45-9.00	Welcome Tagungsraum 004
9.00-10.00	Keynote 1 - Jacob Goeree (University of Zurich) Tagungsraum 004
10.00-10.30	Coffee Break
10.30-12.00	Session 1 - Healthcare and Humanitarian SCM Tagungsraum 004
12.00-1.00	Lunch Break
1.00-2.30	Session 2 - Field Experiments and Empirical Studies Tagungsraum 004
2.30-3.00	Coffee Break
3.00-4.00	Keynote 2 - Michael Kramarsch (hkp/// group) Incentive Compensation in Germany – Myths and Realities Tagungsraum 004
4.00-4.30	Coffee Break
4.30-6.00	Session 3 - Inventory Management Tagungsraum 004
6.15	Bus departure to guided tour
6.30-7.45	Guided tour through Cologne
8.00	Conference Dinner Brauhaus Früh

Friday, June 13, 2014

Session 1 (10.30-12.00)

Healthcare and Humanitarian SCM (Tagungsraum 004)

Quiang Guo	Behavioral Operations Research in Advancing Emergency Logistics Planning in Natural Disasters
Andreas Fügener	Overtutilization and Underutilization of Operating Rooms – Insights from Behavioral Health Care Operations Management
Mirko Kremer	Diagnostic Accuracy in Congested Environments

Session 2 (1.00-2.30)

Field Experiments and Empirical Studies (Tagungsraum 004)

Anna-Lena Sachs	Empirical Newsvendor Decisions under a Service Level Contract
Dirk Sliwka	Multitasking and the Benefits of Objective Performance Measurement – Evidence from a Field Experiment
René de Koster	Aligning Order Picking Methods, Tools, Incentives and People for Performance: Making the Right Pick

Session 3 (4.30-6.00)

Inventory Management (Tagungsraum 004)

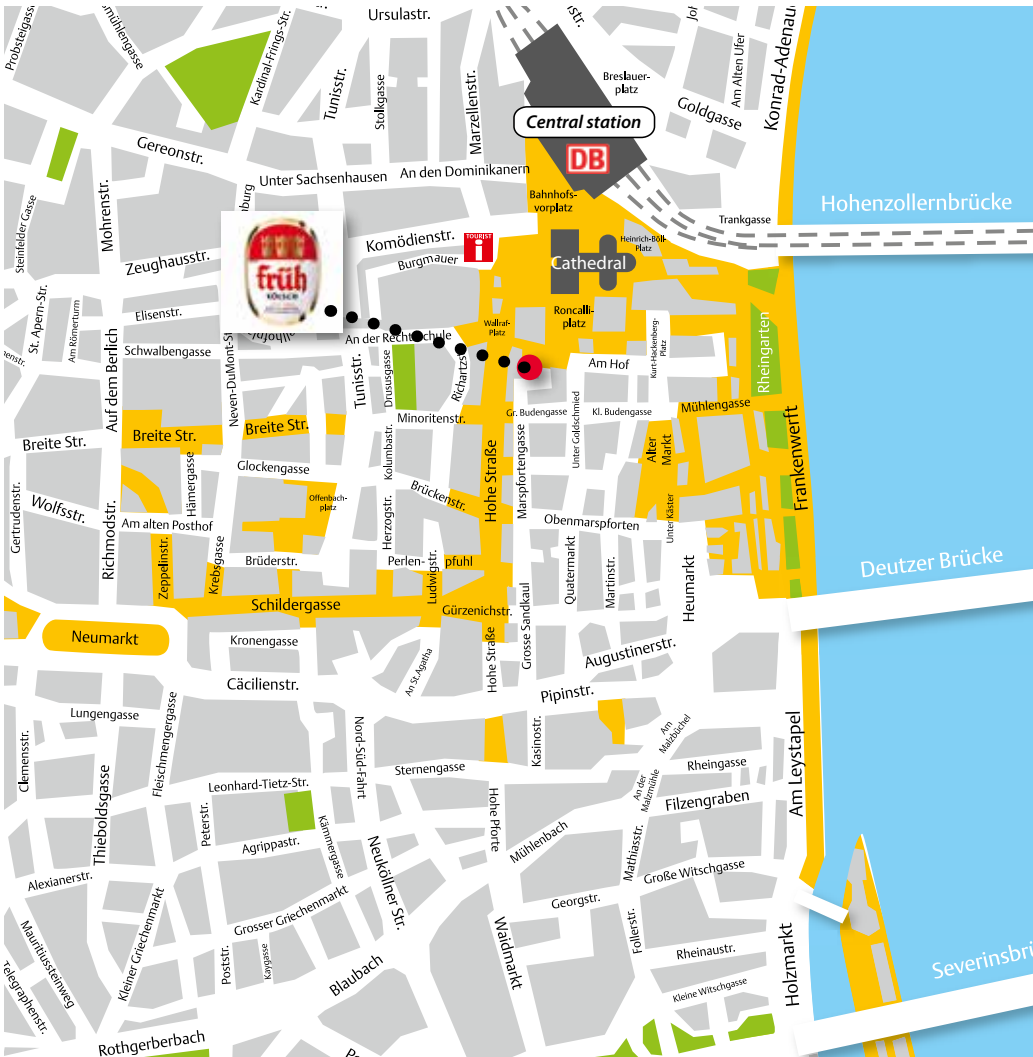
Yaozhong Wu	The Bright and Dark Sides of Perception Biases in Inventory Decisions
Basak Kalkanci	Bounded Rationality in Supply Chain Interactions
Guido Voigt	Strategic Inventory and Supply Chain Behavior

Friday, June 13, 2014

Cölner Hofbräu P. Josef Fröh
"Brauhaus Fröh"
Am Hof 12-18, 50667 Cologne

8.00 Conference Dinner

The Conference Dinner will take place at the "Brauhaus Fröh" (Wappensaal 4-5 and 6)



Saturday, June 14, 2014

University of Cologne
Seminargebäude

8.30-9.00	Registration
9.00-10.30	Session 4 - Parallel Sessions Rooms S11 + S21
10.30-11.00	Coffee Break
11.00-12.00	Keynote 3 - Wilhelm Hofmann (University of Cologne) Tracking and Influencing Motivational Dynamics in Human Agents: The Use of Experience-Sampling Technology Tagungsraum 004
12.00-1.00	Lunch Break
1.00-2.30	Session 5 - Social Preferences Tagungsraum 004
2.30-3.00	Coffee Break
3.00-4.30	Session 6 - Supply Chains and Behavioral Anomalies Tagungsraum 004
4.30-5.00	Concluding Remarks Tagungsraum 004
5.00	Conference Close

Notes:

Session 4 (9.00-10.30)

Parallel Session I (Room S11)

Michaela Schippers	Team Reflexivity and Regulatory Focus can Enhance Sales and Operations Planning Effectiveness: Evidence from a Business Simulation
Yun Shin Lee	Correlation Between Consumer's Perceived Evaluation of the Supply Chain Partners
Andreas Matzke	Upgrade Auctions in Build-to-Order Automobile Production with Loss-Averse Customers
Stefanie Protzner	Negotiated Demand Forecasts: Effects of Managerial Role, Agent Type and Social Value Orientation

Parallel Session II (Room S21)

Fabian Sting	How (and When) to Encourage Cooperation in Project Portfolios
Murat Kaya	Experiments on Supply Chain Contracting: Effects of Contract Type, Existing Contract and Contract Duration
Timo Heinrich	Promises and Social Distance in Buyer-Determined Procurement Auctions
Anna Devlin	The Effects of Contract Type on Retailer Product Choice

Session 5 (1.00-2.30)

Social Preferences (Tagungsraum 004)

Jason Shachat	Pure Reciprocity under Alternative Procurement Mechanisms
Andreas Brinkhoff	All You Need Is Trust? An Examination of Interorganizational Supply Chain Projects
Yesim Orhun	Reciprocating to Strategically Motivated Kindness

Session 6 (3.00-4.30)

Supply Chains and Behavioral Anomalies (Tagungsraum 004)

Stephen Leider	Bargaining in Supply Chains
Brent Moritz	Decision Making and Cognition in Multi-Echelon Supply Chains: An Experimental Study
Anton Ovchinnikov	Behavioral Anomalies in Consumer Wait-or-Buy Decisions and Their Implications for Markdown Management

Notes:

Notes:

Sponsors

DFG Research Unit "Design & Behavior - Economic Engineering of Firms and Markets"



University of Michigan - Ross School of Business



University of Minnesota – Carlson School of Management



Pennsylvania State University – Smeal College of Business



University of Texas at Dallas - Naveen Jindal School of Management



The Business School of the University of Cologne, Germany, invites applications for a faculty position at the Assistant Professor level (Junior Professor, W1, non-tenure track) in the Supply Chain Management area

Assistant Professor in Supply Chain Management

The position is available April 2015 or based on mutual agreement.

The Business School of the University of Cologne is among the **leading German research universities** and is consistently ranked among the top schools in research and teaching. The Supply Chain Management area is one of five areas and consists of three full professors and more than 20 researchers. The Supply Chain Management area has close ties with industry partners and focuses on research that has impact in practice. Research publications cover the full range of journals of the field, such as Management Science, Operations Research, Transportation Science, and Production and Operations Management.

The research focus of candidates should complement or strengthen the existing research areas of the faculty. Ideally, the candidate is interested in research on **Behavioral Operations Management, Empirical Operations Management, and/or Inventory Management** and can join the research group on Design and Behavior (<http://economicdesign.uni-koeln.de/>)

Candidates should have a solid background in Supply Chain Management. Publications in highly ranked international journals are expected. The Supply Chain Management area offers courses in Supply Chain Management, Production Management, Logistics Management, Service Management and Behavioral Operations at the undergraduate, master, and Ph.D. level. The candidate is expected to teach some of the classes. **The teaching language is primarily English.** International experiences, such as a Ph.D. from a leading international University or other long-term international teaching experiences are appreciated. Assistant Professors are employed for three years. After a positive evaluation, a renewal for another three years is possible and desired. The teaching load is 2 sessions per week during the first three years and 2.5 sessions per week during the second three years.

Applications of candidates with disabilities are welcome. They will be given priority in case of equal qualification. Female candidates are encouraged to apply and will be given priority in case of equal qualification.

The application should consist of the following documents: letter of interest, curriculum vitae, a research statement, a teaching statement, doctoral thesis, two recent (working) papers, and three names of references. Sending an electronic version (pdf) is encouraged – before December 1st 2014 to the following address: bewerbung@wiso.uni-koeln.de.

For further information, please contact Professor Ulrich Thonemann (ulrich.thonemann@uni-koeln.de).

www.uni-koeln.de

INFORMS BOM Section

Best Working Paper Award

The goal of this Award is to highlight the best working paper in the area of Behavioral Operations. The award will be given annually at the INFORMS Annual meeting and will recognize up to three papers:

- The first prize (recognized with a plaque and a \$500 monetary prize)
- The runner up (recognized with a plaque)
- One honorable mention (recognized with a plaque)

The award recipients will be invited to present their papers at a special session at the INFORMS Annual meeting, chaired by the Awards Committee Chair.

ELIGIBILITY CRITERIA:

- A submission must be in the domain of behavioral operations. To be considered, papers need to meet three primary criteria: (a) at least potentially allow human decision makers to deviate from hyper rational behavior; (b) examine behavior within an operations context; (c) focus on a micro level of analysis.
- As of the date of submission the paper must not be accepted for publication. Also, the paper must not have been submitted to a prior INFORMS BOM Best Working Paper Competition unless it has been substantially revised from prior submission(s).
- The format should be consistent with the manuscript preparation guidelines of Management Science or a similar journal if applicable.
- At least one of the authors of the paper must be a member of the INFORMS BOM Section. If unsure how to join, see <http://www.informs.org/Community/BOM/Membership>
- The authors of each submitted paper must agree to serve as "referees" for up to three other papers submitted for the Award.
- If in doubt on any of the eligibility criteria, please contact the Awards Committee Chair.



AWARD RECIPIENTS' SELECTION PROCEDURE:

- Ultimately, the award recipients will be selected by a three person Awards Committee, which consists of the Chair, Committee Member, and Honorary Committee Member.
- To inform its opinion, the Committee will seek up to three "referee" reports for each submission. The referees will be selected to minimize the conflict of interest with the authors, and will include other BOM section members and/or researchers in this domain.
- The 2014 Awards Committee consists of:
 - Brent Moritz (Penn State University), Awards Committee Chair
 - Anton Ovchinnikov (University of Virginia), Committee Member and Previous Chair
 - Özalp Özer (University of Texas at Dallas), Honorary Committee Member
- The new Awards Committee Chair will be elected at the BOM INFORMS business meeting, and the current Chair will serve as next year's committee member.
- Contact the Awards Committee Chair at BOMAward@smeal.psu.edu with any questions.

SUBMISSION PROCEDURE:

- Submit your paper at <http://tinyurl.com/BOMAward2014>, with the following information:
 - Blinded PDF copy of your paper with all Appendices, Tables, Graphs, etc.
 - Names of all authors, their email addresses and affiliations.
 - Names of 5 referees with whom the authors have minimal conflict of interest.

Deadline for submissions is July 15, 2014 BOMAward@smeal.psu.edu



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