Guilford Glazer Faculty of Business and Management
Ben-Gurion University of the Negev
cordially invites you to the workshop of
the BGU Decision Making and Economic Psychology (DMEP) Center
The Federmann Center for the Study of Rationality at Hebrew University of Jerusalem

Conflict: Between and Within Individuals

Registration Required (please click here)

AGENDA:

09:45: gathering, refreshments
10:30: Opening greetings, Prof. Oded Lowengart, Dean GGFBM
10:45: Keynote address by Gilead Sher, former Chief of Staff and Policy Coordinator for the Prime Minister
11:45: Coffee break
12:15: Session 1
Eliran Halali (Bar-Ilan U.), The Calculus of Peacemaking
Doron Teichman (Hebrew U.), Anchoring Legal Standards
Ori Weisel (University of Nottingham), Negative and positive externalities in intergroup conflict: exposure to the opportunity to help the outgroup reduces the inclination to harm it
13:20: Lunch
14:20: Session 2
Simone Moran (BGU), Negotiating with an open-handed vs. open-hearted counterpart
Einav Hart (University of Pennsylvania), Costly Contests and the Will to Win
Amos Schurr (BGU), Why Employees Feel They are Underpaid
15:25: Coffee break and poster session
16:30: Keynote address by Yaacov Trope (NYU) Expansive and Contractive Mental Horizons
17:30: Closing statements
18:00: Dinner (self-sponsored, at Shoshana Restaurant, Smadi Bomba’s Kitchen)