

*Workshop 2017*  
 DFG research unit "Design & Behavior"  
 University of Cologne, Alter Senatsaal

	09:00-09:15	Welcome	
P1	09:15-09:50	Pascal Burgmer	Trust and distrust in everyday interactions
	09:50-10:10	Corinna Michels	Distrust and social comparison – Using Google correlate to study how distrust increases comparison seeking
	10:10-10:30	Uta Schier	Games as frames
	10:30-10:50	Coffee break	
P2	10:50-11:25	Kevin Breuer	How softening the reserve not only increases efficiency but also revenue
	11:25-12:00	Kiryl Khalmetski	Disliking to disagree
	12:00-13:20	Lunch	
P3	13:20-13:55	Timo Vogelsang	Performance pay may not raise performance – A cautionary tale based on evidence from a retail chain
	13:55-14:30	Caroline Stein	Do snitches get stitches? The effect of wrongdoing externalities on the willingness to blow the whistle
	14:30-14:50	Coffee break	
P4	14:50-15:25	Helene Mass	Strategies under distributional and strategic uncertainty
	15:25-16:00	Vitali Gretschko	Contract design without commitment
	16:00-16:20	Coffee break	
P5	16:20-16:55	Anna-Lena Sachs	Should suppliers or retailers pay effort to increase supply chain profit?
	16:55-17:30	Andreas Fügener	Strategic buckets in project selection – A behavioral investigation
PZ	17:30-18:00	<i>Organizational issues</i>	
	18:30	Dinner "da Siro"	

