Workshop in Management Science 2017

Schedule

Day 1: Thursday, January 5, 2017

Session 1:
9:00am – 9:45am : **Gad Allon**, University of Pennsylvania. "Managing Services in the Presence of Social Networks".
9:45am – 10:15am : **Donald Ngwe**, Harvard Business School. "Improving Ecommerce Margins by Adding Search Frictions".
10:15am – 10:45am : **Claudia González-Vallejos**, Ohio University. "Examining aspects of decision difficulty with dynamic, pre-decisional measures in various contexts: consumer, gamble, and intertemporal choices".
Coffee break: 10:45am – 11:15am

Session 2:
11:15am – 11:45pm : **Ofer Mintz**, Louisiana State University. "A Model for Inferring Market Preferences from Online Retail Product Information Matrices".
11:45am – 12:15pm : **Daniel Mochon**, Tulane University. "How Much is a Like Worth? A Facebook Pages Field Experiment".
12:15pm – 12:45pm : **David V. Budescu**, Fordham University. "New Empirical Results and Insights on Subjective Probability Intervals".

Lunch: 12:45pm – 2:30pm

Session 3:
2:30pm – 3:15pm : **Deborah Small**, University of Pennsylvania. "Impediments to Effective Altruism".
3:15pm – 3:45pm : **So Yeon Chun,** Georgetown University. "Strategic Consumers, Revenue Management, and the Design of Loyalty Programs".
3:45pm – 4:15pm : **Dan A. Iancu**, Stanford University. "Setting the Optimal Value of Loyalty Points".

Coffee break: 4:15pm – 4:45pm

Session 4:
4:45pm – 5:15pm : **Aydın Alptekinoğlu**, Pennsylvania State University. "The Analytics of Product Return Episodes in Retailing".
5:15pm – 5:45pm : **Ricardo Montoya**, University of Chile. "A Hidden Markov Model to Detect On-shelf Out-of-stocks Using Point of Sales Data".
5:45pm – 6:15pm : **Neil Geismar**, Texas A&M University. "Maximizing Revenue Through Two-Dimensional Shelf-Space Allocation".

Day 2: Friday, January 6, 2017

Session 5:
8:30am – 9:15am   : **Sanjog Misra**, University of Chicago. "Scalable Marketing".
9:15am – 9:45am   : **Yogesh Joshi**, University of Maryland. "Word of Mouth Bias and Advertising as a Signal of Quality".
9:45am – 10:15am   : **Morris A. Cohen**, University of Pennsylvania. "Global Supply Chain Sourcing Strategy: Analysis Based on Benchmark Surveys and a Life Cycle Model"

Coffee break: 10:15am – 10:30am

Session 6:
10:30am – 11:00am   : **Manuel Hermosilla**, Johns Hopkins University. "Imperfect Outsourcing of Technological Innovations".
11:00am – 11:30am   : **Gonzalo Romero**, University of Toronto. "Increasing the Adoption of New Life-Improving Technologies in Developing Countries".
11:30am – 12:00pm   : **Ron Berman**, University of Pennsylvania. "The Benefit of Targeting for Measuring Returns on Advertising".

Lunch, tour of attractions around Puerto Varas, dinner: 12:00pm - 9:00pm

Day 3: Saturday, January 7, 2017

Session 7:
9:00am – 9:45am   : **Duncan Simester**, M.I.T. "The Surprising Breadth of Harbingers of Failure".
9:45am – 10:15am   : **Jacob Leshno**, Columbia University. "A Continuum Model for the Top Trading Cycles Mechanism".
10:15am – 10:45am   : **Juan Pablo Vielma**, M.I.T. "Mixed Integer Programming Approaches for Experimental Design".

Coffee break: 10:45am – 11:15am

Session 8:
11:15am – 11:45am   : **Saravanan Kesavan**, University of North Carolina. "The effects of unstable work schedules on firm output and employee turnover".
11:45am – 12:15pm   : **Marcelo Olivares**, University of Chile. "Prioritizing Outbound Calls In A Sales Contact Center".
12:15pm – 12:45pm   : **René San Martin**, Diego Portales University. "The neural mechanisms underlying the learning of stimulus-value associations".
12:45pm – 13:15pm   : **Eric Schwartz**, University of Michigan. "Dynamic Online Pricing with Incomplete Information Using Multi-Armed Bandit Experiments".

Closing lunch: 13:15pm – 2:30pm