

## Research Workshop: Conflict, Between and Within Individuals

03/01/2016 09:45 - 17:45

Harry and Carol Saal Auditorium #202, Alon Building for Hi-Tech 37

Marcus Family Campus, Beer-Sheva

visitors parking at BGU Sports Center, pedestrian entrance from the bridge

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** ( [מסעדת שושנה של סמדי בומבה](#) )



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and Economic Psychology  
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