



## Program

Location: The seminar takes place in room KOL-N-1/2.

Thursday, January 17, 2013

- 14:15            Welcome address
- 14:30 - 15:15   Motivational communication in the workplace  
  
*Presenter:* Leif Brandes  
Team Franck
- 15:15 - 16:00   Exploring the dynamics of decoupling and recoupling in corporate responsibility standardization: A Markov model  
  
*Presenter:* Dennis Schoeneborn  
Team Scherer
- 16:00            Break
- 16:30 - 17:15   When do young firms start hiring?  
  
*Presenter:* Martin Murmann  
Team Kaiser/ZEW
- 17:15 - 18:00   The temptation of social ties: When interpersonal network transactions hurt firm performance  
  
*Presenter:* Marc Brechot  
Team Franck
- 19:00            Dinner  
Restaurant UTO KULM



Friday, January 18, 2013

- 09:00 - 09:45 Online accessibility of academic articles and the diversity of economics  
*Presenter:* Kevin Staub  
Team Winkelmann
- 09:45 - 10:30 Cooperating with external partners: The importance of diversity for innovation performance  
*Presenter:* Mathias Beck  
Team Schenker-Wicki
- 10:30 Break
- 11:00 - 11:45 On the risk and return of the carry trade  
*Presenter:* Walter Pohl  
Team Schmedders
- 11:45 - 12:30 Auctioning risk: The all-pay auction under mean-variance preferences  
*Presenter:* Bettina Klose  
Team Kaiser/Goeree
- 12:30 Lunch  
Seminar venue
- 13:30 - 14:15 Parallel trade in pharmaceutical markets  
*Presenter:* Susan Mendez  
Team Kaiser
- 14:15 - 15:00 Entrepreneurial orientation and management control systems  
*Presenter:* Sandro Kürschner  
Team Pfaff
- 15:00 Break
- 15:30 - 16:15 The social cost of stochastic and irreversible climate change  
*Presenter:* Thomas Lontzek  
Team Schmedders
- 16:15 - 17:00 Sampling strategies for information goods  
*Presenter:* Daniel Halbheer  
Team Kaiser