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Formation

Ph.D. in Decision Sciences, The Wharton School, University of Pennsylvania, Philadelphia, USA

M.A. in Managerial Science and Applied Economics, The Wharton School, University of Pennsylvania, USA

B.A. in Economics (Honors), Bogazici University, Istanbul, Turkey

Thèmes de recherche

Individual Decision-Making, Consumer Behavior, Negotiations.

Publications

Publications académiques

Articles

"The Future Ambiguity Effect: How Narrow Payoff Ranges Increase Future Payoff Appeal " (Y. Liu, T. Heath, A. Önçüler), *Management Science*

"Ambiguity Attitudes over Time" (A. Önçüler, Y. Liu), *Journal of Behavioral Decision Making*, janv. 2017, Vol. 30, Numéro 1, p. 80-88

"Heterogeneous Risk and Time Preferences" (A. Önçüler, A. Ferecatu), *Journal of Risk and Uncertainty*, août 2016, Vol. 53, Numéro 1, p. 1-28

"The Effect of Temporal Distance on Attitudes toward Imprecise Probabilities and Imprecise Outcomes" (A. Önçüler, D. La-Ornual, S. Onay), *Journal of Behavioral Decision Making*, oct. 2013, Vol. 26, Numéro 4, p. 362-374

"Risk Preferences at Different Time Periods: An Experimental Investigation" (M. Abdellaoui, E. Diecidue, A. Önçüler), *Management Science*, mai 2011, Vol. 57, Numéro 5, p. 975-987

"Path Dependency in Intertemporal Choice" (A. Önçüler, S. Onay), *Journal of Behavioral Decision Making*, juil. 2009, Vol. 22, Numéro 3, p. 280-300

"An Investigation of Time-Inconsistency" (S. Sayman, A. Önçüler), *Management Science*, mars 2009, Vol. 55, Numéro 3, p. 470-482

"Intemporal choice under timing risk: An Experimental Approach" (A. Önçüler, S. Onay), *Journal of Risk and Uncertainty*, janv. 2007, Vol. 34, Numéro 2, p. 99-121

"A Meta Analysis of the Willingness-to-accept and Willingness-to-pay" (A. Önçüler, S. Sayman), *Journal of Economic Psychology*, janv. 2005, Vol. 26, Numéro 2005, p. 289-312

"Strategic Rent-Seeking: An Experimental Investigation" (A. Önçüler, R. Croson), *Journal of Theoretical Politics*, janv. 2005, Vol. 17, Numéro 2005, p. 403-429

"Status as a Valued Resource" (C. Loch, B. Huberman, A. Önçüler), *Social Psychology Quarterly*, janv. 2004, Vol. 67, p. 103-114

"Time Insensitivity for Protective Measures" (H. Kunreuther, A. Önçüler, P.

Slovic), *Journal of Risk and Uncertainty*, sept. 1998, Vol. 16, Numéro 3, p. 279-299

Chapitres

How Do We Manage An Uncertain Future? Ambiguity Today Is Not Ambiguity. In: *The Irrational Economist: Making Decisions in a Dangerous World.* New York (USA) : Public Affairs Books, E. Michel-Kerjan and P. Slovic. 2010, p. 107-115

Limiter La Myopie des Managers . In: *Le Leadership Responsable : Un Allié Sûr Contre La Crise.* Paris (France) : Gualino Lextenso Editions, Alain Pekar Lempereur. 2009, p. 141-148

A Behavioral Perspective of Risk Mitigation Investment. In: *Mitigation and Financing of Seismic Risks.* Dordrecht : P.R. Kleindorfer and M.R. Sertel, Kluwer Academic Publishers, 2001, p. 101-127

Autres publications

Communications publiées

"Discounting Behavior with Short Front-End Delays", In : *Proceedings, IAREP-SABE.* (Paris) : IAREP SABE, 2006.

"Turkish Homeowners' Willingness-to-Pay for Earthquake Mitigation Measures", In : *Meeting on Integrated Disaster Risk Management Proceedings,* IIASA. Laxenburg : IIASA, 2002.

Articles de presse

"Strategies for Weathering the Corporate Storm". *The Financial Times*, 20 août 2004

Enseignement

Enseignement à l'ESSEC

Marketing Management (MBA), Marketing Research (MBA and Masters), Managerial Decision-Making and Negotiations (MBA and Executive), Decision Theory (PhD)

Autres activités

Activités scientifiques

Membre d'un comité de lecture

Journal of Economic Psychology, Elsevier

Affiliations et activités académiques

Professional Service

PhD Programme Coordinator, ESSEC Marketing department, 2009-present.

EEE Academic Committee, 2012-present

GMBA Academic Committee, 2012-present

Professional Memberships

Institute for Operations and Management Sciences (INFORMS), Society for Judgment and Decision Making (JDM), European Association of Decision Making (EADM), Association of Consumer Research (ACR)

Reviewer and Editorial Work

Journal of Economic Psychology (Associate Editor 2010-present), American Economic Review, Annals of Finance, Association for Consumer Research, European Management Review, Journal of Behavioral Decision-Making, Journal of Consumer Psychology, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Experimental Social Psychology, Journal of Risk and Uncertainty, Management Science, Marketing Science, Organizational Behavior and Human Decision Processes, Public Choice, Theory and Decision, U.S. National Science Foundation