

Dr. Tamar Kugler

Personal Data

Name: Tamar Kugler

E-mail: tkugler@eller.arizona.edu

Work Address: Dept. of Management and Organizations, Eller College, University of Arizona, Tucson, AZ 85721. **Tel:** (520) 626-7788; **Fax:** (520) 621-4171

Education

2004 – Ph.D., Experimental and Social Psychology, The Hebrew University of Jerusalem, Israel.

2004 – M.A., Economics (Cum Laude), The Hebrew University of Jerusalem, Israel,

1999 – M.A., Cognitive Psychology (Cum Laude), The Hebrew University of Jerusalem, Israel.

1995 – B.A., Psychology and Statistics (Cum Laude), The Hebrew University of Jerusalem.

Current Employment

Assistant Professor, Dept. of Management and Organizations, University of Arizona

Research Interests

Interactive Decision-Making; Inter-Group Conflict; Group Decision-Making

Teaching Interests

Strategic thinking and decision making; Statistics and research methods; Inter-group conflict and group processes.

Professional Affiliations

Academy of Management

JDM society

ESA

Publications

1. Baker, T. Harel, A. and Kugler T. (2004). The virtues of uncertainty in law: An experimental approach, *Iowa Law Review*, 89, 443.
2. Bornstein, G., Kugler, T. and Ziegelmeyer, A. (2004) Individual and group decisions in the centipede game: Are groups more rational players? *Journal of Experimental Social Psychology*, 40, 599-605.
3. Bornstein, G., Kugler, T. and Zamir, S. (2005). One group must win; the other need only not lose: An experimental study of an asymmetric participation game. *Journal of Behavioral Decision Making*, 18, 1-13.
4. Frost, R., Kugler T., Duestch A. and Forster, K. I. (2005). Orthographic structure versus morphological structure: Principles of lexical organization in a given language. *Journal of Experimental Psychology: Learning, Memory and Cognition*, 31, 1293-1326.
5. Kugler, T., Neeman, Z. and Vulkan, N. (2006) Markets vs. negotiations: An experimental investigation. *Games and Economics Behavior*, 56, 121-134.

6. Kugler, T., Kocher, M., Sutter, M. and Bornstein G. (2007). Trust between individuals and groups: Groups are less trusting than individuals but just as trustworthy, *Journal of Economic Psychology*, 28, 646-657.
7. Bornstein, G., Kugler, T., Budescu, D. V., and Selten R. (2008). Repeated price competition between teams. *Journal of Economic Behavior and Organization*, 66.
8. Rapoport, A., Kugler, T., Dugar, S. And Gisches, E. J. (In press). Braess paradox in the laboratory: An experimental study of route choice in traffic networks with asymmetric costs. In Kugler, T., Smith J. C., Connolly, T. and Son Y. J. (Eds.) *Decision modeling and behavior in uncertain and complex environments*. Springer.
9. Kugler, T., Smith J. C., Connolly, T. and Son Y. J. (Eds.) (In press). *Decision modeling and behavior in uncertain and complex environments*. Springer.
10. Rapoport, A., Kugler, T., Dugar, S. And Gisches, E. J. (In press). Choice of routes in traffic networks: Experimental tests of the Braess paradox". *Games and Economic Behavior*.

Submitted Papers

1. Kugler T., Rapoport A., and Pazy A. Public good provision in inter-group conflicts: Effects of asymmetry and profit-sharing rule. Submitted to *Journal of Applied Psychology*.
2. Kugler, T. and Szidarovszky, F. Modeling inter-group competitions: A game theoretical analysis of within and between group conflicts. Submitted to *Games and Economic Behavior*.
3. Kugler, T., Connolly, T., and Kausel, E. The effects of consequential thinking on trust game behavior. Submitted to *Journal of Behavioral Decision Making*.

Working Papers and Work in Progress

1. Kugler, T. and Bornstein, G. Individuals and groups as players in bilateral conflicts.
2. Kugler, T., Kocher, M., Kroll, S., and Sutter, M. Inter-group competition and principal agent games: the effect of a competitive market on reciprocal interactions in groups.
3. Kugler, T., Becker, W., Rapoport A. and Bornstein, G. Group formation and risk sharing.
4. Kugler, T., Becker, W. and Olden, J. Internal models of firms and time pressured price competitions.

Grants and Awards

1. National Science Foundation (2008) (~\$150,000).
2. Eller College on Management Undergraduate Teaching Innovation Grant (2007) (\$1,000).
3. The Jim and Rosemary Haleem Outstanding Undergraduate Teaching Award (2006) (\$1,000).
4. United States – Israel Binational Science Foundation (BSF), Joint with Gary Bornstein and Amnon Rapoport (2004-2007) (~\$90,000).
5. Recipient of the Golda Meir Fellowship (2002).

6. Israel Foundation Trustees (IFT), Doctoral Research Grant, (2001-2002) (NIS 12,000).
7. Extended Ph.D. Scholarship for Excellence, Hebrew University (2001-2004).

Ad hoc Referee

1. Journal of Economic Psychology; Games and Economic Behavior; Journal of Mathematical Psychology; International Journal of Game Theory; Experimental Economics; Journal of Management; Journal of Behavioral Decision Making; Journal of Economic Behavior and Organization; Israeli Science Foundation; Binational Science Foundation.
2. Program committee, XII International Conference on Social Dilemmas, 2007.
3. Program and organizing committee, Tucson workshop on Computational and Behavioral Decision Making (2008).

Presentations

1. Tucson Workshop on Computational and Behavioral Decision Making, February 2008.
2. The 12th International Conference on Social Dilemmas, July 2007, Seattle.
3. Department of Psychology, Hebrew University, December 2006 (invited talk).
4. Recanati Graduate School of Business Administration, Tel Aviv University, December 2006 (invited talk)
5. Affect, Motivation and Decision Making International Conference, Israel, December 2006.
6. North American ESA meeting, Tucson, September 2006.
7. Workshop on Decision Modeling and Behavior in Uncertain and Complex Environment, University of Arizona, February 2006.
8. Dept. of Psychology, University of Illinois, Nov 2005 (invited talk).
9. North American ESA meeting, Tucson, September 2005.
10. The 11th International Conference on Social Dilemmas, July 2005, Poland.
11. International ESA meeting, Montreal, June 2005.
12. The North American ESA meeting, Tucson, November 2004.
13. SPUDM, Zurich, August 2003.
14. The 10th International Conference on Social Dilemmas, Marstrand, Sweden, August 2003
15. The 5th ENDEAR Worskhop, Amsterdam, February 2003.
16. Max Planck Institute for Human Development, Center for Adaptive Behavior & Cognition, Berlin, February 2003 (invited talk).
17. Department of Economics, University of Köln, January 2003 (invited talk).
18. Department of Economics, University of Bonn, January 2003 (invited talk).
19. European ESA meeting, Strasbourg, September 2002.
20. The 4th ENDEAR Workshop, Jena, September 2002.
21. International ESA meeting, Boston, June 2002.
22. 5th CEEL Workshop on Experimental Economics, Siena, May 2002
23. The Spring Meeting of Young economists, Paris, April 2002.
24. Institute of Public Economics, University of Innsbruck, Austria, November 2001 (invited talk).

25. The 11th Annual Conference of the Center for Rationality, November 2001
26. The 3rd ENDEAR Workshop, Amsterdam, Holland, October 2001
27. The 9th International Conference on Social Dilemmas, Chicago, USA, July 2001
28. The 2001 International Meeting of the ESA (Economic Science Association),
Barcelona, Spain, June 2001
29. Technion - Israel Institute of Technology, Faculty of Industrial Engineering and
Management, January 2001 (invited talk).
30. The 10th Annual Conference of the Center for Rationality, December 2000
31. The 20th Arne Ryde Symposium on Experimental Economics, Lund, Sweden,
November 2000
32. Center for Research in Experimental Economics and Political Decision-Making
(CREED), University of Amsterdam, Holland, October 2000 (invited talk).