



UNIV. PROF. MAG. DR.
SABINE THERESIA KÖSZEGI

Professor of Labor Science and Organization
Department of Management Science
Vienna University of Technology



Theresianumgasse 27, A-1040 Vienna



+43 1 58801 33071, +43 1 588 01 33070



sabine.koeszeqi@tuwien.ac.at



<http://www.imw.tuwien.ac.at/aw>

Scopus

ID: 8705799600

ORCID

ID: 0000-0003-4671-2065



Score 21,68

Google

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PERSONAL INFORMATION

Year and Place of Birth	1970, Wegscheid/Germany
Citizenship	Austria
Family Status	Two sons: Felix 10/2007 and Luis 10/2012

EDUCATION

02/1997 – 12/2000	Doctorate in Social Sciences and Economics at the School of Business, Economics, and Computer Science, University of Vienna
08/1992 – 12/1992	Business Administration, University of Illinois at Urbana/Champaign, USA
09/1989 – 12/1994	Bachelor & Master in Business Administration at the Vienna University of Economics and Business Administration

ACADEMIC CAREER

since 08/2017	Head of the Robotics Council of the Austrian Ministry for Transport, Innovation and Technology
since 01/2009	Full Professor of Labor Science and Organization at the Institute of Management Science, Vienna University of Technology (TU Wien)
since 04/2009	Academic Director of the Professional MBA Entrepreneurship & Innovation (Vienna University of Technology & Vienna University of Economics and Business Administration (http://cec.tuwien.ac.at))
01/2014 – 12/2015	Head of the Institute of Management Science, Vienna University of Technology
08/2012 – 08/2013	Maternity Leave (Luis)
02/2010	Appointment (Ruf) as Full Professor at the School of Social Sciences, Economics and Business at the Johannes Kepler University Linz
04/2009 – 12/2013	Director of the Entrepreneurship Center Vienna (http://www.ecvienna.at)
08/2007 – 12/2008	Maternity Leave (Felix)
10/2006 – 12/2008	Associate Professor at the School of Business, University of Vienna
07/2006	Venia Docendi for Business Administration of the University of Vienna
02/1997 – 09/2006	Assistant Professor at the School of Business, University of Vienna

PROFESSIONAL CAREER

09/1996 – 01/1997	Andersen Consulting Austria: Organizational Change Management
05/1994 – 08/1996	KSB-Consulting, Bank Austria: Organizational Development and Change Management

INTERNATIONAL VISITING POSITIONS

10/2017 – 06/2018	Research Fellow at the Research Unit for Robophilosophy, Aarhus University, Denmark
01/2012 – 03/2012	Visiting Scholar at the Victoria University in Melbourne, Australia
12/ 2006	Visiting Scholar at the National Sun Yat-sen University, Taiwan
09/2005 – 12/2005	Visiting Scholar at the Max Planck Institute for the Study of Societies in Cologne, Germany
09/2003 – 12/2003	Visiting Scholar at the University of Ottawa, Canada.
06/2002 – 08/2002	Guest Researcher (YSSP) at the International Institute for Applied System Analysis (IIASA) in Laxenburg, Austria

PRICES AND AWARDS

2017	Finalist for the Best Teachers Awards TU Wien 2017
2010	Award for Innovative Teaching of Vienna University of Technology
2007	Best Paper award of the EURO/INFORMS Section on Group Decision and Negotiation, Annual Meeting in Mt. Tremblant, Canada
2001	Award for Innovative Teaching of the University of Vienna
2001	Silbermayr-Price of the University of Vienna for the dissertation „Trust in Virtual Organizations “
1994	Ranking No.4, best graduates of the Economic University of Vienna

RESEARCH PROFILE

Negotiation- and Mediation Support Systems
 Computer-mediated Communication
 Management of Conflict and Diversity in Organizations
 Gender studies and feminist organization theory
 Flexible Work and New Ways of Work
 Work in the context of ICT and Internet of Things and Robotics

RESEARCH PROJECTS (CURRENT)

2017 – 2021	COMET Center for Digital Production: Collaborator and Key Researcher in Area 5 as well as in the Demonstrator Project 1 (jointly with Consortium Pro2Future): Socio-economic Perspectives on Smart Production Networks, funded by FFG, Consortium Leader: Friedrich Bleicher, TU Wien
2016 – 2021	INSOR: Integrative Social Robotics: Collaborator and Key Researcher, funded by the Carlsberg Foundation, Denmark, Project Leader: Johanna Seibt, University of Aarhus, (http://projects.au.dk/robophilosophy/)
2017 – 2020	CODE of WORC: Cognitive Demands of Flexible Work Organization: Requirements and Challenges: Collaborator and Key Researcher, funded by the Austrian Science Funds FWF. Project leader: Bettina Kubicek
2012 – 2016	Female Biography Analysis: Identity Constructions in Male vs. Female Dominated Professions. Co-Applicant of Marita Haas, funded by the Austrian Science Funds FWF

RESEARCH PROJECTS (PAST)

2010 – 2013	Leaky Pipeline: Analysis of Horizontal and Vertical Gender Segregation at Vienna University of Technology, Project Leader, Commissioned by the Rectorate
2013 – 2014	WBCM: Work Place Bullying: Culture Matters: Collaborator and Key Researcher, in cooperation with Hanken Business School, Finland, Texas University at San Antonio & Loyola University Chicago,
2010 – 2011	MoViH: Mobility of Visually and Hearing Impaired Persons in Public Transport; Collaborator, in cooperation with Vienna Economics University and BOKU University of Natural Resources and Life Sciences. Funded by industry and interest groups
2009 – 2012	E-NEGO-MOTION: Foundations of Effective Electronic Negotiation Support: Socio-emotional, Prescriptive and Technological Perspectives. Project Leader, funded by the Austrian Research Funds FWF
2010 – 2013	GEMMAS: Genderspezifische Anforderungen an eine Mensch-Maschine Schnittstelle, Collaborator and Key Researcher, in cooperation with the Center of Mechatronics, Johannes Kepler University Linz and TROTEC, funded by the Austrian Research Funding Agency FFG
2010 – 2013	MOVE: Mobbing Verhindern: Project Leader, in collaboration with industry partners
2008 – 2011	FOGE STRABA: Mechatelligence for Light Rail Vehicles SP5, Key Researcher, in collaboration with several institutes of the Vienna University of Technology, funded by Bombardier Austria
2009 – 2012	EUDD+, EUDD ++: European Driver's Desk Advanced Concept Implementation - Contribution to foster Interoperability. Collaborator and Key Researcher, Funded by the European Community
2002 – 2007	INTERNEG: Electronic negotiations, media, and transactions in socioeconomic interactions, Key Researcher, a collaborative research initiative supported with the Social Sciences and Humanities Research Council Canada
2007 – 2012	NEGPOINT: Scientific Mentor of the Start-up Project NEGPOINT, supported by INITS
2004 – 2006	VERITAS: Virtual Enterprises for Integrated Industrial Solutions; Key Researcher, a collaborative project supported with funds of the European Union
2001 – 2004	TRAIN-IT: European - Canadian Cooperation for Education and Vocational Training on Internet Based Transactions, Key Researcher, supported from the European Union and Canadian Government

PHD PROJECTS (SUPERVISOR)

2016 — ongoing	<i>Setareh Zafari</i> : Working Title: New form of organizing for Human-IoT interaction: distributed agency in human-machine delegation
2014 — ongoing	<i>Dragos Vasilescu</i> : Working Title: Study on the principles, characteristics and limitations of machine innovation systems
2014 — ongoing	<i>Georg Reischauer</i> : Working Title: Dynamic Capabilities and Innovation in Green Technologies
2013 — ongoing	<i>Alessandro Würzner</i> : Working Title: Shared Identity and Spontaneous Communication in Flexible Working Arrangements
2013 — ongoing	<i>Michael Bartz</i> : Working Title: Ontological Investigation in the Phenomenon of Rules for Mobile Working
2010 — 2016	<i>Elisabeth Günther</i> : The ideal student. Intersectional interference in the social practice of teaching STEM at university
2010 — 2014	<i>Ritin Koria</i> : A Study of the Current Status of the National System of Innovation in Ghana, a Policy Perspective
2010 — 2013	<i>Christina Keinert-Kisin</i> : Economic, Legal and Ethical Implications of Organizational Gender Discrimination: A CRS Theoretical Model and Personnel Selection Experiment
2009 — 2013	<i>Eva Zedlacher</i> : Work Hard, Play Hard? The Relationship between Masculine Organizational Cultures and Workplace Bullying - A Theoretical Analysis with Empirical Investigation in Two Different Organizational Cultures
2009 — 2012	<i>Johannes Gettinger</i> : Electronically Supported Decision Making: The Role of Information and Decision Aids
2006 — 2011	<i>Rene Hudribusch</i> : Integration von Frauen im Österreichischen Bundesheer: Eine Analyse der Auswirkungen von Organisationskultur auf aggressives Verhalten gegenüber Soldatinnen

PHD PROJECTS (REVIEWER)

2015	<i>Yasser Talal M. Matbouli</i> : Sustainable Conflict Resolution: Modelling, Analysis, and Strategic Insights, University of Waterloo, Waterloo, Canada
2015	<i>David Kronawettleitner</i> : Verschwendungsfaktoren im aktuellen Planungs- und Bauprozess (am Beispiel von Projekten der Intralogistik), TU Wien
2014	<i>Patrick Hippmann</i> : Multi-Level Dynamics of Affective Behaviors in Text-Based Online Negotiations: Impacts on Negotiation Success and Impacts of Decision Support
2010	<i>Caroline Riemer</i> : Lieferantenintegration in der Forschung und Entwicklung: Eine zweiseitige Betrachtung im österreichischen Anlagenbau, TU Graz
2009	<i>Petra Hirschler</i> : Chancengleich - Chancenreich? Regionalentwicklung und Gender Mainstreaming, TU Wien
2009	<i>Dirk Staskiewics</i> : Document-Centred Electronic Negotiations, University of Hohenheim/Stuttgart, Germany

ACADEMIC SERVICES

EDITORIAL BOARDS

Since 06/2016 Member of the Editorial Board of Junior Management Science Journal, <http://jums.academy/>
 Since 01/2015 Associate Editor of Group Decision and Negotiation Journal, Springer

MEMBERSHIP IN BOARDS AND COMMITTEES

Since 03/2017 Member of the Board of the GDN Section of INFORMS, in the function of the secretary
 since 01/2013 Member of the Senate of TU Wien; 2013 – 2016 in the function of the speaker of the professors
 2016 Member of the Habilitationskommission Dr. Ostad-Ahmad Ghorabi, Faculty of Mechanical Engineering
 2016 Member of the Berufungskommission Human Centered Cyber-Physical Production and Assembly Systems
 2015 Head of the Habilitationskommission Dr. Iva Kovacic, Faculty of Construction Engineering
 2009 – 2010, 2017 – ong. Member of the Studienkommission Wirtschaftsinformatik
 2010 – 2012 Member of the Studienkommission Doktorat; 2011 in the function of the head
 2009 – 2011 Member of the Fakultätsrat Maschinenbau und Betriebswissenschaften
 2010 Member of the Habilitationskommission Dr. Karl-Heinz Leitner, MBW
 2000 – 2007 Committee for Gender Equality at the University of Vienna

MEMBERSHIPS IN PROFESSIONAL ASSOCIATIONS

INFORMS Institute for Operations Research and the Management Sciences
 EGOS European Group of Organization Studies,
 IACM International Association for Conflict Management,
 FINT First International Network on Trust
 VHB Association of University Professors of Management
 DHV Deutscher Hochschulverband

REVIEW SERVICES (SELECTED)

Decision Support Systems, Organization Science, Group Decision and Negotiation, Journal of Management Information Systems (JMIS), Journal of Managerial Psychology (JMP), Journal of Business Communication, Electronic Markets (EM), International Conference on Information Systems (ISIS), Journal for Social Behavior and Personality

CHAIR OR MEMBER OF PROGRAMM COMMITTEES

- 2017 Program Committee & Stream Convener: International Conference of Group Decision and Negotiation, Stuttgart, August 14-18, Germany
- 2016 Program Chair: International Conference of Group Decision and Negotiation, Bellingham, June 22-24, USA
- 2015 Program Committee & Stream Convener: International Conference of Group Decision and Negotiation, Warsaw, June 22-26, Poland
- 2014 Program Committee: International Conference of Group Decision and Negotiation 2014, Toulouse, June 2-4, France
- 2012 Program Committee: International Conference of Group Decision and Negotiation 2012, Recife, Brazil
- Program Committee for the Track „E-Commerce und E-Business“: Multikonferenz Wirtschaftsinformatik, 29.02.-03.03, 2012, Braunschweig, Germany
- 2011 Program Committee for the Track „E-Commerce und E-Business“: Multikonferenz Wirtschaftsinformatik, February 16.-18., 2011, Zürich, Switzerland
- 2010 Program Committee for the Track „E-Commerce und E-Business“: Multikonferenz Wirtschaftsinformatik, February 23-25, Göttingen, Germany
- Program Committee for the Track „E-Commerce und E-Business“, EIASM 5th Workshop on Trust within and between Organizations, January 28-29, 2010, Madrid, Spain
- 2008 Organizing Chair for Track “Trust & Control in Organizational Relationships”, International Conference of Group Decision and Negotiation, June 17-20, 2008, Coimbra, Portugal
- 2007 Program Committee, International Conference of Group Decision and Negotiation, May 14 – 17 Montreal, Canada
- 2006 Program Committee, MCIS (Mediterranean Conference on Information Systems), October 5-9, 2006, Venice, Italy
- 2005 Organizing Chair of “Business Communication” Track, International Workshop: University of Ottawa, May 26 – May 27, 2005: Information Exchange in Negotiations, Ottawa, Canada
- Program Committee & Organizing Committee, International Conference of Group Decision and Negotiation 2005, July 10 – July 13, 2005, Vienna Austria
- 2005 Program Committee: E-Business, E-Negotiations and Auctions, January 31 – February 4, Trento, Italy

TEACHING PROFILE

weekly semester course hours summarized for the academic year		1997 - 2007	2007/08	2008 -2012	2012/13	2013/14	2014/15	2015/16	2016/17
Undergraduate Program	Organizational Decision Making (UE)	10							
	Organization and HR (VO)	2		4					
	Organization Theory (PS)	8							
	Organization and Leadership (VO)			6					
Graduate Program	Organizational Design I (VO)	4*		6*					
	Organizational Design II (VU)	34*							
	International Negotiations (VU)	10*							
	Advanced Topics in Organization & Innovation (SE)	2*	Maternity Leave	8*	Maternity Leave	2*	2*	2*	2*
	Human Resource Management & Leadership (VO)					2*	2*	2*	2*
	Managing People and Organizations (VU)					2*	2*	2*	2*
	Organization Theory (VU)					2*	2*	2*	2*
	Research Seminar in Organization and Innovation (SE)			8*		2*	2*	2*	2*
	Gendered Organizations (VU)	2							
PhD	Research Seminar (SE)			8*		2*	2*	2*	2*
	Qualitative Research Methods (PS/SE) (University of Vienna & Tempus Program, Sarajevo)	2*		8*					
Post-graduate	Managing People and Organizations (Executive Academy WU, Continuing Education Center, TU)			4*		6*	6*	6*	6*
	Principles of Negotiation (Continuing Education Center TU)		2*	2*					
* in English		74	2	54		18	18	18	18

INVITED TALKS AND PANELS

August 2017	Panelist: "Die Roboter kommen, fürchtet Euch (nicht)", Technologieforum Alpbach, Konflikt & Kooperation, August 24-26, 2017
March 2017	Panelist: "More female students in computer science, who cares?" at the Workshop for Innovations in Informatics education at Universities, March 14 th , Vienna
January 2017	„Möglichkeiten und Chancen durch Genderkompetenz“, at the Hochschulkonferenz Arbeitsgruppen Meeting „Verbreiterung von Genderkompetenz in hochschulischen Prozessen“, January 16 th , Vienna
November 2016	Panelist: 50 Jahre AKG der Universität Wien, November, 2 nd 2016, Vienna
June 2016	Panelist: The Power of Context and Process in Resolving Conflicts: The Foundational Contributions of Daniel Druckman, in honor of Daniel Druckman, IACM Conference 2016, June 26 th – 29 th , New York
November 2015	„Flexibles Arbeiten: Panoptismus des 21. Jahrhunderts?“ Jahrestagung der NÖ Arbeiterkammer, 19 th November 2015, St. Pölten
October 2015	„Change: Wie kann er gelingen?“, Keynote der Veranstaltung Tag der Frau in der Wirtschaft October, 7 th 2015: Frauen am Zug, Aula der Wissenschaften, Vienna
September 2015	“Digitalizing the Cognitive-Emotional Fuge: How to measure affect in ongoing e-negotiations?” University of Waterloo, Canada
September 2015	“Leading Organizations. What next?” Breakout Session of the Economic Talks of the Austrian Forum Alpbach, September 1 st - 3 rd , Alpbach 2015
April 2015	„Ich bin anders: Ich bin anders?!: Wie Frauen ihre berufliche Identität in Wissenschaft und Technik verhandeln“: Vortragsreihe Genderforschung der Universität Wien, Vienna
November 2014	„Ich bin anders: Frauenkarrieren in der Wissenschaft“, Festvortrag im Rahmen der Verleihung von Frauenpreisen (Doktorat & Habilitation), November 27 th an der Johannes Kepler University, Linz
September 2014	“New Ways of Working.” Jahrestagung der Arbeiterkammer NÖ, September 4 th , in Hirschwang
Mai 2014	„Frauenkarrieren in der Wissenschaft“: Hochschülerschaftstagung für Bachelor-Absolventinnen, Keynote
Mai 2014	„Frauen in der Wissenschaft“. Keynote Mentoring-Veranstaltung der Universität Wien
August 2012	„Wandel und (notwendige) Brüche?“ Forum Alpbach 2012, Technologiegespräche, Impulsreferat Arbeitskreis Schlüsselemente erfolgreicher Innovationskulturen, Alpbach, 23.-25. August 2012
February 2012	“Integration of Behavioral and Analytic Decision Support in electronic Negotiations”, Victoria University, Melbourne, Australia
February 2012	“An Austrian Study on Career Boundaries for Women in the University Workforce”, Victoria University, Melbourne, Australia
August 2011	„This is a men’s world: Frauenkarrieren in Männerdomänen“: Kepler Salon Linz
June 2011	„This is a men’s world: Die Diktatur der Mehrheit & die Feigheit der Frauen.“: Zukunftsforum Oberösterreich

- October 2009 “Exploring the Cognitive-Emotional Fugue in Electronic Negotiations.” (Berufungsvortrag)
Johannes Kepler University Linz
- July 2009 „Analyzing Negotiation Processes using MDS Method“: University of Stuttgart Hohenheim:
- June 2008 „Elektronische Verhandlungsprozesse: Eine Analyse verschiedener Experimente“
(Berufungsvortrag): PEF Privatuniversität für Management:
- June 2008 “Electronic Negotiations”: (Berufungsvortrag) Vienna University of Technology:
- January 2007 “Gender Salience in Electronic Negotiations.”: 4th Austrian Workshop on Feminist Economy,
January 26, 2007, University of Vienna
- July 2006 “Intercultural Negotiation Patterns”: (Berufungsvortrag) University of Passau
- November 2005 “Analysis of Negotiation Processes — 3 Experiments”: Max Planck Institute Bonn, Germany

LIST OF PUBLICATIONS

WORK IN PROGRESS

1. COSIMA: Cognitive Systems in Manufacturing: Proposal for a Doctoral Program, Collaborator and Key Researcher, Lead: Detlef Gerhard, TU Wien, to be submitted 2017
2. Climate for Flexiwork in Proximal Work Groups: Proposal for the Austrian Research Science Funds, Collaborator and Key Researcher, Lead: Martina Hartner-Tiefenthaler, under review since March 2017
3. MONET: Monitoring Ongoing Negotiation Transactions: in cooperation with University of Hohenheim and University of Vienna; Proposal for the Austrian Research Science Funds, Lead: Sabine Koeszegi in collaboration with Rudolf Vetschera and Mareike Schoop, to be submitted in 2017
4. Wärzner, A., Hartner-Tiefenthaler, M. & S.T. Koeszegi (2017): Flexitime: a longitudinal case study of changes in organizational communication. Working Paper.
5. Reischauer, G., Hartner-Tiefenthaler, M., and S.T. Koeszegi (2017): Kontextuelle Organisationale Ambidextrie und Auswirkungen entgrenzter Arbeit. Working Paper.
6. Cowan, Renee, Salin, D., Koeszegi S.T. et al. (2017): Workplace Bullying Across the Globe: Differences in Human Resource Professionals' Definitions and Perceptions of Negative Acts. Working Paper. Under Review.

JOURNALS (PEER REVIEWED)

7. Haas, M. & Koeszegi S.T. (2017): Spiel mit mir: Die Konstruktion von Professionalität und Geschlecht in Organisationen – eine Rahmenanalyse. *FQS* 18(3), Art. 5, doi: <http://dx.doi.org/10.17169/fqs-18.3.2587>
8. Guenther, E. A. & S. T. Koeszegi (2017): Intertwined Effects of Gender and Migration Background on Persistence in SET Study Programs, *European Journal of Engineering Education*, in press, doi: 10.1080/03043797.2016.1228613
9. Koeszegi, S.T. and G. Reischauer (2016): Situative Lernfabrik: Ein soziotechnischer Aus- und Weiterbildungsansatz für Industriearbeit 4.0, *Industrie 4.0 Management*, Vol. 32 (3), pp. 27-30
10. Gettinger J., Filzmoser M. & Sabine T. Koeszegi (2016): Why can't we settle again? Analysis of factors that influence agreement prospects in the post-settlement phase. *Journal of Business Economics* 86 (4) pp. 413-440, doi: 10.1007/s11573-016-0809-5
11. Haas, M., Koeszegi, S.T., and Zedlacher, E. (2016): Breaking Patterns: How Female Scientists Negotiate their Token Role in their Life Stories, *Gender Work and Organization*, Vol. 23 (4), pp. 397-413, doi:10.1111/gwao.12124
12. Wärzner, A., Hartner-Tiefenthaler, M., and S.T. Koeszegi (2015): Fern und doch so nah: Wie kann Kommunikation in flexiblen Arbeitsformen gut gelingen? *WING Business* 48 (2), pp. 31-37
13. Druckman, D., Mitterhofer, R., Filzmoser, M. and S.T. Koeszegi (2014): Resolving Impasses in e-Negotiation: Does e-Mediation Work?, *Group Decision and Negotiation* 23 (2), pp. 193-210, doi: 10.1007/s10726-013-9356-4
14. Schoop M., van Amselvoort M., Gettinger J., Körner M., Koeszegi S.T., and P. van der Wijst (2014): The interplay of communication and decisions in electronic negotiations - Communicative decisions or decisive communication? *Group Decision and Negotiation* 23(2), pp. 167-192, doi: 10.1007/s10726-013-9357-3
15. Koeszegi, S.T., Zedlacher, E., Hudribusch R. (2014): The War against the female Soldier? - The Effects of Masculine culture on workplace aggression. *Armed Forces & Society* 40 (2), pp. 226-251, doi: 10.1177/0095327X12460019
16. Gettinger, J.; Koeszegi, S.T. (2014): Far from Eye far from Heart: Analysis of Graphical Decision Aids in Electronic Negotiation Support, in: *Group Decision and Negotiation*, 23(4), pp. 787-817, doi: 10.1007/s10726-012-9319-1
17. Graf, A.; Koeszegi, S. T.; Pesendorfer, E. (2012): Cross-Cultural Negotiations and Power Distance: Strategies Applied by Asian and European Buyers and Sellers in Electronic Negotiations. *Nankai Business Review International*, 3 (3), pp. 242-256, doi: 10.1108/20408741211264567

18. Graf, A.; Koeszegi, S.T.; Pesendorfer, E.; Gettinger, J. (2012): Self-fulfilling Prophecy in e-Negotiations - Myth or Reality? *International Journal of Decision Support System Technology* 4 (2), pp. 1-16, doi: 10.4018/jdsst.2012040101
19. Gettinger, J., Koeszegi, S.T., and Schoop, M. (2012): Shall we dance? The Effect of Negotiation Graphs on Negotiation Processes and Outcomes. *Decision Support Systems*, 53, pp. 161-174, doi: 10.1016/j.dss.2012.01.001
20. Kovacic, I., Filzmoser, M., Faatz, S., and Koeszegi, S.T. (2011): Research Project Cost Benefits of Integrated Planning: First Experiment-results, *Organization, Technology and Management in Construction*, 3 (1), pp. 254-263
21. Griessmair, M., Strunk, G., Vetschera, R., and Koeszegi, S.T. (2011): Complexity in Electronic Negotiation Support Systems — An Empirical Study, *Nonlinear Dynamics, Psychology, and Life Sciences*, 15 (4), pp. 477-511
22. Koeszegi, S. T., Pesendorfer, E.-M., and Vetschera, R. (2011): Data-driven Phase Analysis of E-negotiations: An Exemplary Study of Synchronous and Asynchronous Negotiations, *Group Decision and Negotiation*, Vol. 20 (4), pp. 385-410, doi: 10.1007/s10726-008-9115-0
23. Graf, A., Koeszegi, S. T., and Pesendorfer, E.-M. (2010): Intercultural Negotiations in Interfirm Relationships: An International Study of Electronic Negotiation Behavior, *Journal of Managerial Psychology*, 25 (5); pp. 495 - 517
24. Griessmair, M. and Koeszegi, S. T. (2009): Exploring the Cognitive-Emotional Fugue in Electronic Negotiations, *Group Decision and Negotiation*, Vol. 18 (3), pp.213-234, doi : 10.1007/s10726-009-9155-0
25. Auer-Srnka, Katharina J. and Koeszegi, Sabine T. (2009): Erratum on "From Words to Numbers" published in SBR 59 (January), in: *Schmalenbach Business Review*, Vol. 61 (January), pp. 112-113
26. Pesendorfer, E.-M., Graf, A., and Koeszegi, S. T. (2007): Relationship in Electronic Negotiations: Tracking Negotiator Behavior Over Time, *Zeitschrift für Betriebswirtschaft*, 77 (12), pp. 1315-1338
27. Haas, M., Koeszegi, S. T., and Nöster, M. (2007): Current Practice and Structural Patterns in Virtual Organizations — A Qualitative Analysis of 30 Cases, *electronic Journal of Organizational Virtualness (eJOV)*, Vol.8, ISSN: 1442-9331, accessible through www.ejov.org
28. Nastase, V., Koeszegi, S. T., and Szpakovicz, S. (2007): Content Analysis through the Machine Learning Mill, *Group Decision and Negotiation*, Vol. 16 (4), pp. 335-346, doi: 10.1007/s10726-006-9053-7
29. Pesendorfer, E.-M. and Koeszegi, S. T. (2007): Social Embeddedness in Electronic Negotiations, *Group Decision and Negotiation*, Vol 16 (4), pp. 399-415, 10.1007/s10726-006-9057-3
30. Srnka, K. J. and Koeszegi, S. T. (2007): From Words to Numbers - How to Transform Rich Qualitative Data into Meaningful Quantitative Results: Guidelines and Exemplary Study, *Schmalenbach's Business Review*, Vol. 59 of zfbf, pp. 29-57
31. Koeszegi, S. T., Pesendorfer, E.-M., and Stolz, S. W. (2006): Gender Salience in Electronic Negotiations, *Electronic Markets — the International Journal EM*, Vol. 16 (3), pp. 173 - 185
32. Koeszegi, S. T., Srnka, K. J., and Pesendorfer, E.-M. (2006): Electronic Negotiations — A Comparison of Different Support Systems, *Die Betriebswirtschaft*, Vol. 66 (4), pp. 441-463
33. Pesendorfer, E.-M. and Koeszegi, S. T. (2006): Hot versus Cool Behavioral Styles in Electronic Negotiations: The Impact of Communication Mode, *Group Decision and Negotiation*, Vol. 15 (2), pp. 141-155
34. Srnka, K. J., Ebster, C. and Koeszegi, S. T. (2006): Lässt sich Sympathie im persönlichen Verkauf vortäuschen? Eine Analyse nonverbaler und verbaler Kommunikation, *Marketing ZFP*, Vol. 28 (1), pp. 39-58
35. Vetschera, Rudolf, Kersten, Gregory E., and Koeszegi, Sabine T. (2006): User Assessment of Internet-based Negotiation Support Systems. *JOCEC - Journal of Organizational Computing and Electronic Commerce*, Vol. 16 (2), 123-148
36. Koeszegi, S. T., Vetschera, R., and Kersten, G. E. (2004): National Cultural Differences in the Use and Perception of Internet-based NSS - Does high or low context matter? *International Negotiation*, Vol. 9 (1), pp. 79 — 109, doi: 10.1163/1571806041262070

37. Koeszegi, S. T. (2004): Trust Building Strategies in Inter-Organizational Negotiations. *Journal of Managerial Psychology*, Vol. 19 (6), pp.640-660. Reprinted in: Reddy, Sumati (Ed.) (2005): *International Negotiation: Perspectives and Challenges*, ICAFI University Press, Hyderabad, pp. 37-66, doi: 10.1108/02683940410551534
38. Koeszegi, S. T. and Kersten, G. E. (2003): On-line/Off-line: Joint Negotiation Teaching in Montreal and Vienna. *Group Decision and Negotiation*, Vol. 12 (4), pp. 337 – 345
39. Kersten, G. E., Koeszegi, S. T., and Vetschera, R. (2003): The Effects of Culture in Computer-mediated Negotiations. *JITTA – Journal of Information Technology Theory and Application*, Vol. 5 (2), pp. 1 - 28
40. Bauer, R and Koeszegi, S. T. (2003): Measuring the Degree of Virtualization. *Electronic Journal of Organizational Virtualness*, Vol. 5 (2), pp. 26 - 46

BOOKS AND BOOK CHAPTERS (PEER REVIEWED)

41. Bajwa, D., Koeszegi, S.T. and Vetschera, R. (Eds) (2017): *Group Decision and Negotiation. Theory, Empirical Evidence, and Application*, 16th International Conference, GDN 2016, Bellingham, WA, USA, June 20-24, 2016, Revised Selected Papers ISBN 978-3-319-52624-9, doi: 10.1007/978-3-319-52624-9
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