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Pays d'origine: Turquie

FORMATION

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|------|---|
| 2000 | Ph.D. en Sciences des Décisions, Wharton School, États-Unis |
| 1997 | M.A. en Sciences Managériales et Economie Appliquée, Wharton School, États-Unis |
| 1993 | B.A. en Economie (Mention), Université Bogazici, Turquie |

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

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|----------------|---|
| 2010 - Présent | Professeur, ESSEC Business School, France |
| 2008 - 2010 | Professeur associé, ESSEC Business School, France |

Autres affiliations académiques

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|-------------|--|
| 2020 - 2023 | Responsable de département Marketing, ESSEC Business School, France |
| 2016 - 2020 | PhD Programme Coordinator, Marketing department, ESSEC Business School, France |
| 2013 - 2015 | Academic Director, ESSEC-Mannheim Executive MBA Programme, ESSEC Business School, France |
| 2009 - 2013 | Coordinatrice du Programme PhD, Département Marketing, ESSEC Business School, France |
| 1998 - 2008 | Assistant Professor of Decision Sciences, INSEAD, France |

PUBLICATIONS

Articles

- ABDELLAOUI, M., DIECIDUE, E., KEMEL, E. et ÖNCÜLER, A. (2022). Temporal Risk: Utility vs. Probability Weighting. *Management Science*, In press.
- LIU, Y., HEATH, T. et ÖNCÜLER, A. (2020). The Future Ambiguity Effect: How Narrow Payoff Ranges Increase Future Payoff Appeal. *Management Science*, 66(8), pp. 3754–3770.
- FERECATU, A. et ÖNCÜLER, A. (2016). Heterogeneous Risk and Time Preferences. *Journal of Risk and Uncertainty*, 53(1), pp. 1-28.

LIU, Y. et ÖNCÜLER, A. (2015). Ambiguity Attitudes Over Time. *Journal of Behavioral Decision Making*, 30(1), pp. 80-88.

ONAY, S., LA-ORNAL, D. et ÖNCÜLER, A. (2013). The Effect of Temporal Distance on Attitudes Toward Imprecise Probabilities and Imprecise Outcomes. *Journal of Behavioral Decision Making*, 26(4), pp. 362-374.

ABDELLAOUI, M., DIECIDUE, E. et ÖNCÜLER, A. (2011). Risk Preferences at Different Time Periods: An Experimental Investigation. *Management Science*, 57(5), pp. 975-987.

SAYMAN, S. et ÖNCÜLER, A. (2009). An Investigation of Time Inconsistency. *Management Science*, 55(3), pp. 470-482.

ÖNCÜLER, A. et ONAY, S. (2009). How Do We Evaluate Future Gambles? Experimental Evidence on Path Dependency in Risky Intertemporal Choice. *Journal of Behavioral Decision Making*, 22(3), pp. 280-300.

ÖNÇÜLER, A. et ONAY, S. (2007). Intemporal choice under timing risk: An Experimental Approach. *Journal of Risk and Uncertainty*, 34(2), pp. 99-121.

ÖNÇÜLER, A. et SAYMAN, S. (2005). A Meta Analysis of the Willingness-to-accept and Willingness-to-pay. *Journal of Economic Psychology*, 26(2005), pp. 289-312.

ÖNÇÜLER, A. et CROSON, R. (2005). Strategic Rent-Seeking: An Experimental Investigation. *Journal of Theoretical Politics*, 17(2005), pp. 403-429.

LOCH, C., HUBERMAN, B. et ÖNÇÜLER, A. (2004). Status as a Valued Resource. *Social Psychology Quarterly*, 67, pp. 103-114.

KUNREUTHER, H., ÖNÇÜLER, A. et SLOVIC, P. (1998). Time Insensitivity for Protective Measures. *Journal of Risk and Uncertainty*, 16(3), pp. 279-299.

Chapitres d'ouvrage

ÖNCÜLER, A. (2018). Complexité des conflits territoriaux : des oppositions binaires à l'acceptation des paradoxes de tout simplisme. Dans: *Complexité et organisations : faire face aux défis de demain*. 1st ed. Eyrolles, pp. 173-186.

ÖNCÜLER, A. (2010). How Do We Manage An Uncertain Future? Ambiguity Today Is Not Ambiguity. Dans: *The Irrational Economist: Making Decisions in a Dangerous World*. 1st ed. Public Affairs Books, pp. 107-115.

ÖNCÜLER, A. (2009). Limiter la myopie des managers. Dans: *Le leadership responsable. Un allié sûr contre la crise*. 1st ed. Gualino. Lextenso éditions, pp. 141-148.

ÖNÇÜLER, A. (2001). A Behavioral Perspective of Risk Mitigation Investment. Dans: *Mitigation and Financing of Seismic Risks*. 1st ed. Dordrecht: Kluwer Academic Publishers, pp. 101-127.

Actes d'une conférence

SAYMAN, S. et ÖNCÜLER, A. (2020). Reward Choices in Multi-Level Loyalty Programs. Dans: *Association for Consumer Research*. Paris: Advances in Consumer Research, pp. 112-114.

ÖNÇÜLER, A. (2006). Discounting Behavior with Short Front-End Delays. Dans: *IAREP-SABE*. Paris: International Association for Research in Economic Psychology (IAREP).

ÖNÇÜLER, A. (2002). Turkish Homeowners' Willingness-to-Pay for Earthquake Mitigation Measures. Dans: *I/ASA*. Laxenburg: International Institute for Applied Systems Analysis (IIASA).

Conférences

- PAPIER, F., DUHAYLONGSOD, J.B. et ONCULER, A. (2021). The Impact of Incentives on Consensus Forecasting in Sales and Operations Planning has been accepted. Dans: 2021 Manufacturing and Service Operations Management Conference. Virtual.
- ÖNCÜLER, A., ABDELLAOUI, M., DIECIDUE, E. et KEMEL, E. (2020). Temporal Risk Resolution: Utility Versus Probability Weighting Approaches. Dans: INFORMS 2020 Virtual Annual Meeting.
- ÖNCÜLER, A. (2020). Reward Choice in Multi-Level Loyalty Programs. Dans: 2020 Association for Consumer Research (ACR) Conference.
- TALEBI, A., PROKOPEC, S. et ÖNCÜLER, A. (2019). Delaying the Resolution of Uncertainty: The Role of Discomfort and Excitement in decision-making. Dans: 2019 ISMS Marketing Science Conference.
- LIU, Y., ÖNCÜLER, A. et HEATH, T.B. (2019). The Future Ambiguity Effect. Dans: 2019 INFORMS Advances in Decision Analysis.
- LIU, Y., HEATH, T.B. et ÖNCÜLER, A. (2019). The Future Ambiguity Effect: How Narrow Payoff Ranges Increase Future Payoff Appeal. Dans: 2019 Subjective Probability, Utility, and Decision Making (SPUDM).
- TALEBI, A., PROKOPEC, S. et ÖNCÜLER, A. (2019). Delaying the Resolution of Uncertainty: The Role of Discomfort and Excitement in Decision-making. Dans: 48th European Marketing Academy Conference (EMAC).
- TALEBI, A., PROKOPEC, S. et ÖNCÜLER, A. (2018). Pain of Loss: How Losing in a Promotional Competition Influences Consumer Attitude. Dans: Association for Consumer Research (ACR) North Advances 2018.
- ÖNCÜLER, A. et LIU, Y. (2016). When Two Negatives Make an Intertemporal Choice Positive. Dans: 7th International Conference French Experimental Economics Association (ASFEE).
- LIU, Y. et ÖNCÜLER, A. (2013). Ambiguity Attitudes Over Time. Dans: 35th ISMS Marketing Science Conference.
- LIU, Y. et ÖNCÜLER, A. (2013). Ambiguity Attitudes Over Time. Dans: 24th Subjective Probability, Utility, and Decision Making Conference.
- LIU, Y. et ÖNCÜLER, A. (2012). Ambiguity Attitudes Over Time. Dans: 11th TIBER Symposium on Psychology and Economics.
- LIU, Y. et ÖNCÜLER, A. (2012). Ambiguity Attitudes Over Time. Dans: Economic Science Association European Conference 2012.
- FERECATU, A. et ÖNCÜLER, A. (2012). Individual Differences in Risk and Time Preferences. Dans: 2012 INFORMS Marketing Science Conference.

Presse

- ÖNCÜLER, A. (2012). How Time Affects Our Decisions About Risk. *ESSEC Knowledge*.
- ÖNÇÜLER, A. (2004). Strategies for Weathering the Corporate Storm. *Financial Times*.

AUTRES ACTIVITES DE RECHERCHE

Membre d'un comité de lecture

- 2015 - 2018 Recherche et Applications en Marketing
- 2009 - 2016 Journal of Economic Psychology

Relecteur pour :

American Economic Review, Annals of Finance, 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

Affiliations

- Depuis 1998 Membre de l'Institute for Operations and Management Sciences (INFORMS)
- Depuis 1998 Membre de la Society for Judgment and Decision Making (JDM)
- Depuis 1998 Membre de l'European Association of Decision Making (EADM)
- Depuis 1998 Membre de l'Association of Consumer Research (ACR)

Supervision de thèses / HDR

- 2019 Jose Benedicto DUHAYLONGSOD (ESSEC Business School), Co-directeur de thèse, Premier Poste : Post Doc - University of Cologne
- 2015 Yuanyuan LIU (ESSEC Business School), Directeur de thèse, Premier Poste : Assistant Professor in Marketing - Xi'an Jiaotong University
- 2012 Adrian BORBELY (ESSEC Business School), Directeur de thèse, Premier Poste : Médiateur - Formateur - Consultant. - NRIA

Autres activités de recherche

- Depuis 1998 Relectrice pour Association for Consumer Research
- Depuis 1998 Relectrice pour U.S. National Science Foundation, États-Unis

SERVICE

- 2013 - 2015 Academic Director, Executive EMBA, ESSEC Business School, France
- 2011 - 2013 Member of the Scientific Committee