Edition KWV

Michael Becker-Peth

Behavioral Supply Chain Contracting

Decision Biases in Behavioral Operations Management

Springer Gabler

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Bis 2018 erschien der Titel im Kölner Wissenschaftsverlag, Köln
Dissertation Universität zu Köln, 2012

Edition KWV
ISBN 978-3-658-23884-1 ISBN 978-3-658-23885-8 (eBook)
https://doi.org/10.1007/978-3-658-23885-8

Library of Congress Control Number: 2018968334

Springer Gabler

Originally published by Kölner Wissenschaftsverlag, Köln, 2012

This Springer Gabler imprint is published by the registered company Springer Fachmedien Wiesbaden GmbH part of Springer Nature
The registered company address is: Abraham-Lincoln-Str. 46, 65189 Wiesbaden, Germany

Acknowledgements

It started five and a half years ago and was more like a vision. It started to be reality and grew over the time and looking at the results makes me somehow proud. This it not only true for my thesis, but also to my beloved children, Luis and Marie. Writing his PhD thesis is a special time, becoming father twice during that time makes it even more special.

First of all I would like to thank my supervisor Professor Ulrich Thonemann. He first introduced me to the field of Behavioral Operations Management and I really learned a lot during the countless hours of discussion of how to finalize the papers. I am honestly grateful for the time as a research assistant at his department. I also thank Professor Dirk Sliwka for kindly co-supervising the thesis and Professor Ludwig Kuntz for heading the thesis defense.

I also want to thank Professor Elena Katok for her feedback and suggestions as a co-author of my first paper. The third chapter of this thesis would not have been possible without Anna-Lena Beutel and Professor Stefan Minner, and I want to thank you, for charing your data, knowledge, time and inspirations with me.

During my time at the University of Cologne I was accompanied by many people. I want to thank my colleagues, Marc Albers, Andreas Brinkhoff, Michael Decker, Nicola Decking, Marcus Dettenbach, Hannah Egbringhoff, André Fuetterer, Torsten Gully, Tanja Haeger, Moritz Heininger, Dominik Heinz, Katja Henne, Kai Hoberg, Simon Höller, Nadine Holtvogt, Christina Jakobs, Sebastian Jucken, Silke Jütte, Kerstin Kubik, Anna Küpper, Philipp Laufenberg, Katharina Nachtsheim, Philipp Naujoks, Ulf Merschmann, Karin Möllering, Signe Oepen, Henning Olbert, Raik Özsen, Felix Papier, Vladislav Richter, Kathrin Rieger, Johanna Rosenbusch, Lisa Scheele, Stefanie Schiefer, Frank Schneider, Monika Scholz, Jeanette Seifert, Marcel Sieke, Analena Stern, Carina von Weyhe, Alexander Weyers, and Jingnan Zhu for being my colleagues and friends.

Especially, I would like to thank Alexander Weyers, Torsten Gully and Lisa Scheele for sharing the office with me and the numerous discussions we had together.

I also want to thank my brother Andreas Becker for proofreading my thesis and my parents Ute and Manfred Becker for raising my interest in business and research topics and for enabling me to do my (PhD-) studies.

At last, I am deeply grateful to my family: Frauke, Luis and Marie. During this special time you were always there when I needed you. You supported me whenever I needed it and with everything you could do. Luis and Marie: Thank you for being the most important thing in my life. And Frauke, this thesis would not be possible without you, thank you for your endless hours of patience and babysitting when I sat at my computer writing this thesis and for motivating me when I did not want to sit down:

Thank you Frauke!

Cologne, 2012

Michael Becker-Peth

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List of Abbreviations

BB	Buyback
e.g.	Exempli gratia
FB	First best
i.e.	Id est
NV	Newsvendor
RS	Revenue sharing
SL	Service level
WP	Wholesale price

List of Symbols

α	Anchor factor
α^A	Aggregated anchor factor
α_n	Anchor factor for subject n
b	Buyback price
β	Loss aversion factor
β^A	Aggregated loss aversion factor
β_n	Loss aversion factor for subject n
c	Production costs
c_o	Overage costs
c_u	Underage costs
χ	Parameter
CR^{Ret}	Critical ratio of retailer
CR^{SC}	Critical ratio of supply chain
ϵ	Error term
EU	Expected utility
$F(\cdot)$	Cumulative distribution function

$F^{-1}(\cdot)$	Inverse cumulative distribution function
γ	Source dependent valuation factor
γ^A	Aggregated source dependent valuation factor
γ_n	Source dependent valuation factor for subject n
i	Index variable
j	Index variable
μ	Mean demand
n_p	Number of products
n_s	Number of stores
p	Product
Π^{Man}	Expected manufacturer profit
Π^{Ref}	Reference profit
q	Order quantity
r	Unit revenue
RP	Reference point
σ	Standard deviation of error term
SL_α	α service level