



# Behavioral Decision Making Group Colloquium Series

*is pleased to present*



**Art Markman**

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## ***Evaluating Negotiation Agents***

ABSTRACT

There is considerable research on how people evaluate the outcomes of negotiations and also some research on how people's behavior changes when they act as an agent for someone else. There is little research, though, on how people evaluate agents who negotiate on their behalf. In this talk, I present several studies that explore how the confidence of the agent and that agent's performance affects people's evaluations and propensity to use that agent in the future.

**FRIDAY, JUNE 9, 2017 | 12:15-1:30pm | CORNELL HALL - D310**

Free and open to the public.

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