



## The Adam Smith Seminar – WS2016/2017

organized by Prof. Dr. Manfred J. Holler (Center of Conflict Resolution, CCR, and ISE) in cooperation with the *Seminar for Behavioral and Experimental Economics, University of Munich.*

(Version: October 19, 2016)

**Montag/Monday, 18:15h–20:00h, University of Munich,  
Ludwigstraße 28, Third floor, room 301.**

**The Adam Smith Seminar is an interdisciplinary research seminar for the presentation of new work in economics, politics, and philosophy. Guests are welcome. Presentations will be in English or German language.**

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| 24 October, 2016  | George Tridimas (University of Ulster), “The Political Economy of the German-Greek Heritage”<br><i>Introduction:</i> Manfred J. Holler                            |
| 7 November 2016   | Friedrich Breyer (Universität Konstanz), „Steigert die Bevölkerungsalterung die Gesundheitsausgaben?“<br><i>Introduction:</i> Rigmar Osterkamp                    |
| 5 December, 2016  | Bernhard Heim (German University of Technology in Oman, Muscat): „Neue Lehr- und Lernmethoden und was sind die Ergebnisse?“<br><i>Introduction:</i> Klaus Wieland |
| 12 December, 2016 | Herbert Utz (max57 GmbH Verhandlungstechnik), "Negotiating Across Cultures"<br><i>Introduction:</i> Gregor Berz   |
| 16 January, 2017  | Gregor Berz (IFAMD) „Verdeckter Angebotstausch und andere Verhandlungsdesigns in der Unternehmenspraxis“?<br><i>Introduction:</i> Manfred J. Holler               |