



Yale School of Management EMBA Global Network Week

Behavioral Science of Management

June 15-19, 2026

Yale SOM: Evans Hall, 165 Whitney Avenue, New Haven, CT 06511

Monday, June 15th, 2026

7:30am-8:00am	Welcome Breakfast Outside of Blumetti Classroom 2200
8:00am-8:30am	Welcome and Program Overview <i>Camino de Paz, Camino de Paz, Associate Dean of Global Affairs</i> <i>Stacy Awe, Assistant Director, Global Initiatives</i> Blumetti Classroom 2200
8:30am-11:30am	Living with Technology: Insights from Behavioral Science <i>Gal Zauberman, Joseph F. Cullman, 3rd Professor of Marketing</i> Blumetti Classroom 2200
11:30am-12:55pm	Lunch & Ambassador-led Icebreaker Charley's Place Ambassadors will distribute lunch vouchers to Charley's Place, Yale SOM's commons. Located on the first floor of Evans Hall, the menu at Charley's Place features a globally rustic cuisine with a spotlight on local products. Your voucher may be redeemed for a meal.
1:00pm-1:30pm	Negotiation Mindsets: Pre - Session Negotiations Blumetti Classroom 2200
1:30pm-4:30pm	Negotiation Mindsets <i>Daylian Cain, Senior Lecturer in Negotiations and Leadership</i> Blumetti Classroom 2200
4:30pm-6:30pm	Opening Cocktail Reception The Beinecke Room, 2nd Floor



Tuesday, June 16th, 2026

8:30am-8:55am

Coffee and Tea
Outside of Blumetti Classroom 2200

8:55am-9:00am

Overview
Camino de Paz, Associate Dean of Global Affairs
Stacy Awe, Assistant Director, Global Initiatives
Blumetti Classroom 2200

9:00am-10:30am

Prosocial Behavior: Individuals, Brands, and Firms
Deborah Small, Adrian C. Israel Professor of Marketing
Blumetti Classroom 2200

10:40am-11:20am

Global Network for Advanced Management Overview & Explore New Opportunities: Master of Advanced Management
Elizabeth Wilkinson, Director, Global Initiatives
Matthew LaSance, Assistant Director for Admissions, Management Master's Programs
Blumetti Classroom 2200

11:30am-11:50am

GNW Group Photo
Follow your Ambassadors to the first floor to the Atrium for the Global Network Week group photo.

11:50am-12:50pm

Lunch
Charley's Place
Located on the first floor of Evans Hall, the menu at Charley's Place features a globally rustic cuisine with a spotlight on local products. Your voucher may be redeemed for a meal.

1:00pm-4:00pm

Dual Systems & Choice Architecture
Shane Frederick, Richard Ely Professor of Marketing
Blumetti Classroom 2200

4:15pm-5:30pm

Walking Tour of Yale University
Ambassadors will lead students to the entrance of Evans Hall for a walking tour led by Yale College guides. Learn about the history and architecture of Yale from Yale College students in this 75 - minute tour that departs from Evans Hall. Tour will conclude at the Yale Bookstore. Note, this tour is rain or shine, so please come prepared.

7:30pm

Small Group Dinners
Dine at one of the local New Haven restaurants with your classmates. Please remember to bring ID and cash or credit card to pay for your meal.



Wednesday, June 17th, 2026

8:30am-8:55am	Coffee and Tea Outside of Blumetti Classroom 220
8:55am-9:00am	Overview <i>Camino de Paz, Associate Dean of Global Affairs</i> <i>Stacy Awe, Assistant Director, Global Initiatives</i> Blumetti Classroom 2200
9:00am-12:00pm	Behavioral Finance <i>Nicholas Barberis, Stephen and Camille Schramm Professor of Finance</i> Blumetti Classroom 2200
AFTERNOON	Free Time You may take this time explore all New Haven has to offer, including its wonderful museums! Refer to the "Insider Tips 2026" document posted to our shared SharePoint folder (also sent via email) for some suggestions on things to do before your afternoon session at SOM. Your Yale student ambassadors are also a great resource! Lunch is on your own. Feel free to grab lunch at the carts located at the "Whale" or at any local restaurant on Whitney/Audobon Sts. Recommendations are on the "Insider Tips 2026" document in the SharePoint (also sent via email).

Thursday, June 18th, 2026

8:00am-8:25am	Coffee and Tea Outside of Blumetti Classroom 220
8:25am-8:30am	Overview <i>Camino de Paz, Camino de Paz, Associate Dean of Global Affairs</i> <i>Stacy Awe, Assistant Director, Global Initiatives</i> Blumetti Classroom 2200
8:30am-10:00am	Charisma: Science and Practice <i>Zoe Chance, Senior Lecturer in Management</i> Blumetti Classroom 2200
10:15am-10:45am	Airline Case Activity In preparation for Professor Novemsky's session, you will spend 30 minutes in groups on the "Shouting Gate Agent" case. You will work with your assigned project team on this case. Blumetti Classroom 2200



10:45am-12:55pm

Lunch

Lunch is on your own. Feel free to grab lunch at the carts located at the “Whale” or at any local restaurant on Whitney/Audobon Sts. Recommendations are on the “Insider Tips 2026” document in the SharePoint (also sent via email).

1:00pm-4:00pm

Making Better Decisions Using Behavioral Science

Nathan Novemsky, Professor of Marketing

Blumetti Classroom 2200

7:00pm-9:00pm

Pizza Night at BAR

Meet at a New Haven favorite, BAR at 7:00pm. There will be free pizza and soda waiting for you in the back room. Make sure you bring a photo ID for entry.

254 Crown Street

Friday, June 19th, 2026

8:30am-9:00am

Coffee and Tea

Outside of Blumetti Classroom 2200

9:00am-9:30am

Overview & Feedback Survey

At this time, we will go over the details of the final presentation. Please bring a laptop, tablet, or mobile device with you to the classroom to complete the GNW feedback survey.

Blumetti Classroom 2200

9:30am-1:00pm

Presentation Prep

Breakout rooms (listed on the front of your folder)

(Note- you have until 1:00 p.m. to finish your presentations)

11:30am-1:00pm

Lunch

While you are working on your presentations, the program team will distribute pre-selected boxed lunches.

12:00pm-1:00pm

MAM Information Table

Table inside Charley's Place, by entrance

MAM Admissions staff will be available to answer questions and hand out program brochures.

1:15pm-3:30pm

Final Presentations, Certificate Ceremony, and Farewell

Blumetti Classroom 2200