SABINE THERESIA KÖSZEGI

Professor of Labor Science and Organization
Institute of Department of Management Science, TU Wien
Theresianumgasse 27, A-1040 Vienna
e-mail: sabine.koeszegi@tuwien.ac.at
website: http://www.imw.tuwien.ac.at/aw

Scopus
ID: 8705799600

ORCID
ID: 0000-0003-4671-2065

RESEARCH PROFILE

Artificial Intelligence and its impact on work and society
Human Robot Interaction & social robotics
Work in the context of ICT, Flexible Work and New Ways of Work,
Negotiation- and Mediation Support Systems & Computer-mediated Communication
Management of Conflict & Diversity in Organisations, Gender Studies

CURRENT AFFILIATIONS

present	Head of the Institute of Management Science at TU Wien
present	Full Professor of Labour Science and Organisation at the Institute of Management Science at TU Wien
present	Academic Director of the MBA Innovation & Entrepreneurship, TU Wien
present	Member of the European Academy of Sciences and Art
present	Member of the AI Advisory Board of the Austrian Government
present	Chair of the Austrian UNESCO Commission Advisory Board on Ethics of AI
present	Member of the CAIML Special Interest Group AI Ethics
present	Member of the Scientific Advisory Board, Cogniman

PREVIOUS AFFILIATIONS

2021 – 2023	Visiting Fellow - Future of Work and Inclusive Growth at Bruegel AISBL, Brussels, Belgium
2017 – 2021	Chair of the Robotics Council of the Austrian Ministry for Transport, Innovation and Technology
2018 – 2020	Member of the High-Level Expert Group on Artificial Intelligence of the European Commission
2009 – 2020	Academic Director of the Professional MBA Entrepreneurship & Innovation (Vienna University of Technology & Vienna University of Economics and Business Administration
2014 – 2015	Head of the Institute of Management Science, TU Wien

INTERNATIONAL VISITING POSITIONS

10/2021 – 01/2022	Guest Professor in Gender Studies at the University of Bielefeld, Germany
10/2017 – 06/2018	Research Fellow at the Research Unit for Robophilosophy, Aarhus University, Denmark
01/2012 – 03/2012	Visiting Scholar at the Victoria University in Melbourne, Australia
12/2006	Visiting Scholar at the National Sun Yat-sen University, Taiwan
09/2005 – 12/2005	Visiting Scholar at the Max Planck Institute for the Study of Societies in Cologne, Germany
09/2003 – 12/2003	Visiting Scholar at the University of Ottawa, Canada.
06/2002 – 8/2002	Guest Researcher (YSSP) at the International Institute for Applied System Analysis (IIASA) in Laxenburg, Austria
05/1994 – 08/1996	KSB-Consulting, Bank Austria, Organizational Development and Change Management

PRICES AND AWARDS

2024	Leadership Excellence Award in Research - Experienced Leaders
2023	Digital Pioneer, awarded for lifetime achievements by Oberösterreichische Nachrichten & Partners and the Regional government of Upper Austria
2023	Finalist for Best Teaching Award for Gender Sensitive Teaching
2022	Gregory Kersten Best GDN Journal Paper Award for "Who is Best at Mediating a Social Conflict? Comparing Robots, Screens and Humans.
2020	Käthe Leichter Staatspreis for outstanding achievements in gender research awarded by the Austrian Government
2017	Finalist for Best Teachers Awards, TU Wien 2017
2010	Award for Innovative Teaching, TU Wien
2007	Best Paper Award of the EURO/INFORMS Section on Group Decision and Negotiation
2001	Award for Innovative Teaching, University of Vienna
2001	Dissertation - Silbermayer Price, University of Vienna

ACADEMIC CAREER

10/2006 – 12/2008	Associate Professor at the School of Business, University of Vienna
07/2006	Venia Docendi for Business Administration of the University of Vienna
02/1997 – 09/2006	Assistant Professor at the School of Business, University of Vienna

PROFESSIONAL CAREER

09/1996 – 01/1997	Andersen Consulting Austria, Organizational Change Management

EDUCATION

02/1997 – 12/2000	Doctorate in Social Sciences & Economics at the School of Business, Economics, and Computer Science, University of Vienna
08/1992 – 12/1992	Business Administration, University of Illinois at Urbana/Champaign, USA
09/1989 – 12/1994	Bachelor & Master in Business Administration, WU Wien, Vienna, Austria

RESEARCH

RESEARCH PROJECTS

2024 – 2027	**ALAIT** - Austrian Lab for Artificial Intelligence Trust: Principal Investigator (FFG)
2022 – 2027	**Caring Robots // Robotic Care**: Coordinator, FWF (1 MIO EUR)
2020 – 2022	**"Trust in Automated Personal Assistants** Principal investigator, Mercedes Benz AG (200 k EUR)"
2018 – 2022	**"Trust in Robots – Trusting Robots (TrustRobots) Doctoral College** TU Wien, DC coordinaters Sabine T. Koeszegi and Markus Vincze (1.5 Mio EUR)"
2020	**Human Robots Research Project** in collaboration with University of Würzburg, with Prof. Eric Hilgendorf (100 k EUR)
2016 – 2021	**INSOR Integrative Social Robotics** Collaborator and Key Researcher, funded by the Carlsberg Foundation, Denmark, Project Leader: Johanna Seibt, University of Aarhus projects.au.dk/robophilosophy
2012 – 2017	Female Biography Analysis Identity Constructions in Male vs. Female Dominated Professions. Co-Applicant of Marita Haas, funded by the Austrian Science Funds FWF
2010 – 2013	Leaky Pipeline Analysis of Horizontal and Vertical Gender Segregation at Vienna University of Technology, Project Leader, Commissioned by the Rectorate
2013 – 2014	WBCM: Work Place Bullying: Culture Matters Collaborator and Key Researcher, in cooperation with Hanken Business School, Finland, Texas University at San Antonio & Loyola University Chicago
2010 – 2011	"MoViH: Mobility of Visually and Hearing Impaired Persons in Public Transport Collaborator, in cooperation with Vienna Economics University and BOKU University of Natural Resources and Life Sciences. Funded by industry and interest groups"
2009 – 2012	"E-NEGO-MOTION: Foundations of Effective Electronic Negotiation Support Socio-emotional, Prescriptive and Technological Perspectives. Project Leader, funded by the Austrian Research Funds FWF"
2010 – 2013	"GEMMAS: Genderspezifische Anforderungen an eine Mensch-Maschine Schnittstelle Collaborator and Key Researcher, in cooperation with the Center of Mechatronics, Johannes Kepler University Linz and TROTEC, funded by the Austrian Research Funding Agency FFG"
2010 – 2013	MOVE: Mobbing Verhindern Project Leader, in collaboration with industry partners

2008 – 2011	FOGE STRABA: Mechatelligence for Light Rail Vehicles SP5 Key Researcher, in collaboration with several institutes of the Vienna University of Technology, funded by Bombardier Austria
2009 – 2012	EUDD+, EUDD ++: European Driver's Desk Advanced Concept Implementation - Contribution to foster Interoperability Collaborator and Key Researcher, Funded by the European Community
2002 – 2007	"INTERNEG: Electronic negotiations, media, and transactions in socioeconomic interactions Key Researcher, a collaborative research initiative supported with the Social Sciences and Humanities Research Council Canada"
2007 – 2012	NEGPOINT Scientific Mentor of the Start-up Project NEGPOINT, supported by INITS
2004 – 2006	"VERITAS: Virtual Enterprises for Integrated Industrial Solutions Key Researcher, a collaborative project supported with funds of the European Union"
2001 – 2004	"TRAIN-IT: European - Canadian Cooperation for Education and Vocational Training on Internet Based Transactions Key Researcher, supported from the European Union and Canadian Government"

PHD PROJECTS (SUPERVISOR)

2020 – ongoing	**Reinhard Grabler** Implications for Conceptions of Privacy Through Robotics and Artificial Intelligence in the Work Context.
2020 – ongoing	**Laura Vogel** Labor Science Perspective on Robotic Care
2019 – ongoing	**Philipp Hörhager** Managing Technology Risk: Assessing Relationships between Assistive / Autonomous Systems and Human Performance in Aerospace, with Focus on Workload Management, Situational Awareness and De-skilling.
2020 – 2024	**Leslie Walker** Societal Implications of Artificial Intelligence: A Comparison of Use and Impact of Artificial Narrow Intelligence in Patient Care between Resource Rich and Resource Poor Regions and Suggested Policies to Counter the Growing Public Health Gap.
2018 – 2024	**Helena Frijns** Trust Robots: Confidence in Decisions and Actions - Space as a Dimension of Trust in Social Robots.
2018 – 2023	**Giulielmo Papagni** Trust Robots: Explainable Robots.
2016 – 2020	**Setareh Zafari** Agency in Socio-technical Systems
2014 – 2018	**Georg Reischauer** Organisieren und Analysieren von innovativer Produktion in einer digitalen Wirtschaft
2010 – 2016	**Elisabeth Günther** The ideal student. Intersectional interference in the social practice of teaching STEM at university

2010 – 2014	**Ritin Koria** A Study of the Current Status of the National System of Innovation in Ghana, a Policy Perspective
2010 – 2013	**Christina Keinert-Kisin** Economic, Legal and Ethical Implications of Organizational Gender Discrimination: A CRS Theoretical Model and Personnel Selection Experiment
2009 – 2013	**Eva Zedlacher** Electronically Supported Decision Making: The Role of Information and Decision Aids
2009 – 2012	**Johannes Gettinger** Key Researcher, a collaborative research initiative supported with the Social Sciences and Humanities Research Council Canada
2006 – 2011	**Rene Hudribusch** Integration von Frauen im Österreichischen Bundesheer: Eine Analyse der Auswirkungen von Organisationskultur auf aggressives Verhalten gegenüber Soldatinnen

TEACHING PROFILE

UNDERGRADUATE PROGRAM

Organizational Decision-Making

Fundamentals in Organizational Behavior

Organization and Leadership

GRADUATE PROGRAM

Organizational Design

International Negotiations

Advanced Topics in Organization & Innovation

Human Resource Management & Leadership

Managing People and Organizations

Organization Theory

Technology, Work and Organization

Gendered Organizations

PHD

Advanced Topics in Organization

Qualitative Research Methods

POST-GRADUATE

Managing People and Organizations	Executive Academy WU, TU ACE
Leadership, Organization & Change	IDEa Program TU ACE
Principles of Negotiation	TU ACE

ACADEMIC SERVICES

EDITORIAL BOARDS AND COMMITTEES (SELECTED)

Since 2023	Paladyn Journal of Behavioral Robotics Journal
Since 2016	Member of the Editorial Board of Junior Management Science Journal
Since 2015	Associate Editor of Group Decision and Negotiation Journal, Springer
2015 - 2020	Member of the Board of the GDN Section of INFORMS, in the function of the secretary
2013 - 2022	Member of the Senate of TU Wien

REVIEW SERVICES (SELECTED)

Robotics and Autonomous Systems
Computers in Human Behabior
Decision Support Systems
Group Decision and Negotiation
Journal of Management Information Systems (JMIS)
Journal of Managerial Psychology (JMP)
Wallenberg Foundation Sweden
Laura Bassi FFG

MEMBERSHIPS IN PROFESSIONAL ASSOCIATIONS

EURO ACAD	European Academy of Sciences and Arts
INFORMS	Institute for Operations Research and the Management Sciences
EGOS	European Group of Organization Studies,
IACM	International Association for Conflict Management,
FINT	First International Network on Trust
VHB	Association of University Professors of Management
DHV	Deutscher Hochschulverband

INVITED KEYNOTES AND TALKS (SELECTED)

Apr 2024	Keynote, International HFES Conference: Design Challenges for Trustworthy AI, Lübeck, April, 16-17
Mar 2024	Keynote, Austrian Parliament: Eine Gender-Perspektive auf künstliche Intelligenz und Arbeitsplätze: Teufelskreis der digitalen Ungleichheit“, International Women’s Day 2024
Feb 2024	Keynote, international conference „Trusting in Care Technology or Reliance on Socio-technical Constellation, Delmenhorst, February 15/16, Hanse-Wissenschaftskolleg
June 2023	Wiener Vorlesung: „Künstliche Intelligenz: Wie lernende Maschinen unser Leben verändern“ Podiumsdiskussion gemeinsam mit Ruth Folterer, Helga Nowotny & Johanna Pirker, 29. Juni 2023, Brotfabrik, Ankersaal
June 2023	„Robotik: Quo Vadis“, Keynote Impact Lech: Der Mensch und die Maschine, Symposion; 15.-18. Juni 2023, Lech

Jun 2021	“Is Human Autonomy Endangered by Algorithmic Decision Support?”, Keynote, GDN Conference 2021, Toronto, Canada
May 2019	Keynote: “Artificial Intelligence - A Transformative Force: Facing the Challenges ahead!”, STS Conference Graz "Critical Issues in Science, Technology and Society Studies", May 6th-7th, 2019

LIST OF PUBLICATIONS

POLICY DOCUMENTS

1. Koeszegi S.T Gomez-Herrera, E. (2023): Gender Equality and rebound ability in the labour market: lessons from COVID-19 Gender equality and reboundability in the labour market: lessons from COVID-19, Analysis, Future of Work, Bruegel, 2023
2. Gomez-Herrera, E. & Koeszegi, S.T. (2022): A gender perspective on artificial intelligence and jobs: the vicious cycle of digital inequality, Future of Work, Policy Paper, Bruegel Insitute.
3. Policy and Investment Recommendations for Trustworthy Artificial Intelligence, AI high-level Expert Group of the European Commission, June 2019, https://ec.europa.eu/digital-single-market/en/news/policy-and-investment-recommendations-trustworthy-artificial-intelligence
4. A definition of AI: Main Capabilities and Disciplines: Definition developed for the purpose of the AI HLEG's deliverables, AI HLEG of the European Commission, April 2019; https://ec.europa.eu/digital-single-market/en/news/ethics-guidelines-trustworthy-ai
5. Ethics Guidelines for Trustworthy AI; AI high-level Expert Group of the European Commission, April 2019, https://ec.europa.eu/digital-single-market/en/news/ethics-guidelines-trustworthy-ai
6. Die Zukunft Österreichs mit Robotik und Künstlicher Intelligenz positiv gestalten: White Paper des Österreichischen Rats für Robotik und Künstliche Intelligenz, https://www.acrai.at/wp-content/uploads/2020/03/ACRAI_White_Paper_DE.pdf

JOURNALS (PEER REVIEWED)

7. Grabler R. & Koeszegi S.T. (2024): Privacy beyond Data: Assessment and Mitigation of Privacy Risks in Robotic Technology for Elderly Care. J. Hum.-Robot Interact. 14, 1, Article 6 (March 2025), 23 pages. https://doi.org/10.1145/3689216
8. Zafari, S., Papagni, G., DePagter, J. Rosenstein, A. Filzmoser M. & S.T. Koeszegi (2024): Trust Development and Explainability: a Longitudinal Study with a Personalized Assistive System, in Multimodal Technologies and Interaction, forthcoming.
9. Vogel, L. & Koeszegi, S. T. (2023). Faire Arbeit bei plattformvermittelter Sorgearbeit in Österreich? Eine Fallstudie über das Arbeiten vermittelt von Betreut.at. Wirtschaft und Gesellschaft 49 (4), 67–87. 10.59288/wug494.209
10. Hartner-Tiefenthaler, M. AMS Mostafa & S.T. Koeszegi (2023): The double-edged sword of online access to work tools outside work: the relationship with flexible working, work interrupting nonwork behaviors and job satisfaction", Frontiers in Public Health, https://doi.org/10.3389/fpubh.2022.1035989.
11. Frijns, H.A. Schürer, O., Koeszegi, S.T. (2023): "Communication models in Human-Robot Interaction: An Asymmetric MODel of ALterity in Human-Robot Interaction (AMODAL-HRI)", International Journal of Social Robotics, 15 (3), doi.org/10.1007/s12369-021-00785-7
12. Papagni, G., de Pagter, J., Zafari, S., Filzmoser, M., Koeszegi, S.T. (2022): Artificial agents' explainability to support trust: considerations on timing and context. AI & Soc (2022), https://doi.org/10.1007/s00146-022-01462-7.
13. Goisauf, M., Hartner-Tiefenthaler, M., Gerdenitsch, C., & Koeszegi, S. T. (2021). Remote Working in a Public Bureaucracy: Redeveloping Practices of Managerial Control When Out of Sight. Frontiers in Psychology, https://doi.org/10.3389/fpsyg.2021.606375.

14. Papagni, G. & Koeszegi S.T. (2021): A Pragmatic Approach to the Intentional Stance: Semantic, Empirical and Ethical Considerations for the Design of Artificial Agents, Minds & Machines, Vol. 31, pp. 505-534. https://doi.org/10.1007/s11023-021-09567-6

15. Druckman, D., Adrian, L., Flensborg Damholdt, M., Filzmoser, M.; Koeszegi, S.T. ; Seibt, J. & Vestergaard, C. (2021): "Who is Best at Mediating a Social Conflict? Comparing Robots, Screens and Humans", Group Decision and Negotiation, DOI: 10.1007/s10726-020-09716-9, pp. 1-32; awarded with the Gregory Kersten Best Journal Paper award 2022

16. Papagni, G. & S. T. Koeszegi (2021): Understandable and trustworthy explainable robots: a sensemaking perspective, Paladyn. Journal of Behavioral Robotics, Vol 12 (1), https://doi.org/10.1515/pjbr-2021-0002

17. Zafari, S. & S. T. Koeszegi (2020): Attitudes towards Attributed Robot Agency: The Role of Perceived Control, International Journal of Social Robotics, International Journal of Social Robotics, Vol 6 (1), pp. 17-32, DOI: https://doi.org/10.1007/s12369-020-00672-7

18. Zafari, S., Hartner-Tiefenthaler, M., and S.T. Koeszegi (2019): Flexible Work Arrangements and Work-related Outcomes: The Role of Perceived Organizational Alignment, Management Review Socioeconomic Studies (mrev), 30 (1), DOI: https://doi.org/10.5771/0935-9915-2019-1-1

19. Salin, D., Cowan, R., Adewumi, O. Apospori, E., Bochantin, J., D'Cruz, P., Djurkovic, N., Durniat, K., Escartín, J., Guo, J., Išik, I., Koeszegi, S.T., McCormack, D., Monserrat, S. & Zedlacher, E (2019): Workplace bullying across the globe: a cross-cultural comparison", Personnel Review, Vol. 48 No. 1, pp. 204-219, DOI: https://doi.org/10.1108/PR-03-2017-0092

20. Salin, D, Cowan, RL, Adewumi, O, Apospori, E, Bochantin, J, D'Cruz, P, Djurkovic, N, Durniat, K, Escartín, J, Guo, J, Isik, I, Koeszegi, S. T., McCormack, D, Monserrat, SI, Olivas-Luján, MR & Zedlacher, E (2018): Prevention of and interventions in workplace bullying: A global study of human resource professionals' reflections on preferred action, International Journal of Human Resource Management. https://doi.org/10.1080/09585192.2018.1460857

21. Haas, M. & Koeszegi S.T. (2017): Spiel mit mir: Die Konstruktion von Professionalität und Geschlecht in Organisationen – eine Rahmenanalyse. FQS 18(3), Art. 5, doi: http://dx.doi.org/10.17169/fqs-18.3.2587

22. Guenther, E. A. & S. T. Koeszegi (2017): Intertwined Effects of Gender and Migration Background on Persistence in SET Study Programs, European Journal of Engineering Education, in press, doi: 10.1080/03043797.2016.1228613

23. Koeszegi, S.T. and G. Reischauer (2016): Situative Lernfabrik: Ein soziotechnischer Aus- und Weiterbildungsansatz für Industriearbeit 4.0, Industrie 4.0 Management, Vol. 32 (3), pp. 27-30

24. Gettinger J., Filzmoser M. & Sabine T. Koeszegi (2016): Why can't we settle again? Analysis of factors that influence agreement prospects in the post-settlement phase. Journal of Business Economics 86 (4) pp. 413-440, doi: https://doi.org/10.1007/s11573-016-0809-5

25. Haas, M., Koeszegi, S.T., and Zedlacher, E. (2016): Breaking Patterns: How Female Scientists Negotiate their Token Role in their Life Stories, Gender Work and Organization, Vol. 23 (4), pp. 397-413, doi: https://doi.org/10.1111/gwao.12124

26. Wärzner, A., Hartner-Tiefenthaler, M., and S.T. Koeszegi (2015): Fern und doch so nah: Wie kann Kommunikation in flexiblen Arbeitsformen gut gelingen? WING Business 48 (2), pp. 31-37

27. Druckman, D., Mitterhofer, R., Filzmoser, M. and S.T. Koeszegi (2014): Resolving Impasses in e-Negotiation: Does e-Mediation Work?, Group Decision and Negotiation 23 (2), pp. 193-210, doi: https://doi.org/10.1007/s10726-013-9356-4

28. Schoop M., van Amselvoort M., Gettinger J., Körner M., Koeszegi S.T., and P. van der Wijst (2014): The interplay of communication and decisions in electronic negotiations - Communicative decisions or decisive communication? Group Decision and Negotiation 23(2), pp. 167-192, doi: https://doi.org/10.1007/s10726-013-9357-3

29. Koeszegi, S.T., Zedlacher, E., Hudribusch R. (2014): The War against the female Soldier? - The Effects of Masculine culture on workplace aggression. Armed Forces & Society 40 (2), pp. 226-251, doi: https://doi.org/10.1177/0095327X12460019

30. Gettinger, J.; Koeszegi, S.T. (2014): Far from Eye far from Heart: Analysis of Graphical Decision Aids in Electronic Negotiation Support, in: Group Decision and Negotiation, 23(4), pp. 787-817, doi: 1 https://doi.org/0.1007/s10726-012-9319-1

31. Graf, A.; Koeszegi, S. T.; Pesendorfer, E. (2012): Cross-Cultural Negotiations and Power Distance: Strategies Applied by Asian and European Buyers and Sellers in Electronic Negotiations. Nankai Business Review International, 3 (3), pp. 242-256, doi: https://doi.org/10.1108/20408741211264567

32. Graf, A.; Koeszegi, S.T.; Pesendorfer, E.; Gettinger, J. (2012): Self-fulfilling Prophecy in e-Negotiations - Myth or Reality? International Journal of Decision Support System Technology 4 (2), pp. 1-16, doi: https://doi.org/10.4018/jdsst.2012040101

33. Gettinger, J., Koeszegi, S.T., and Schoop, M. (2012): Shall we dance? The Effect of Negotiation Graphs on Negotiation Processes and Outcomes. Decision Support Systems, 53, pp. 161-174, doi: https://doi.org/10.1016/jdss.2012.01.001

34. Kovacic, I., Filzmoser, M., Faatz, S., and Koeszegi, S.T. (2011): Research Project Cost Benefits of Integrated Planning: First Experiment Results, Organization, Technology and Management in Construction, 3 (1), pp. 254-263

35. Griessmair, M., Strunk, G., Vetschera, R., and Koeszegi, S.T. (2011): Complexity in Electronic Negotiation Support Systems – An Empirical Study, Nonlinear Dynamics, Psychology, and Life Sciences, 15 (4), pp. 477-511

36. Koeszegi, S. T., Pesendorfer, E.-M., and Vetschera, R. (2011): Data-driven Phase Analysis of E-negotiations: An Exemplary Study of Synchronous and Asynchronous Negotiations, Group Decision and Negotiation, Vol. 20 (4), pp. 385-410, doi: https://doi.org/10.1007/s10726-008-9115-0

37. Graf, A., Koeszegi, S. T., and Pesendorfer, E.-M. (2010): Intercultural Negotiations in Interfirm Relationships: An International Study of Electronic Negotiation Behavior, Journal of Managerial Psychology, 25 (5); pp. 495 - 517

38. Griessmair, M. and Koeszegi, S. T. (2009): Exploring the Cognitive-Emotional Fugue in Electronic Negotiations, Group Decision and Negotiation, Vol. 18 (3), pp.213-234, doi : https://doi.org/10.1007/s10726-009-9155-0

39. Auer-Srnka, Katharina J. and Koeszegi, Sabine T. (2009): Erratum on "From Words to Numbers" published in SBR 59 (January), in: Schmalenbach Busines Review, Vol. 61 (January), pp. 112-113

40. Pesendorfer, E.-M., Graf, A., and Koeszegi, S. T. (2007): Relationship in Electronic Negotiations: Tracking Negotiator Behavior Over Time, Zeitschrift für Betriebswirtschaft, 77 (12), pp. 1315-1338

41. Haas, M., Koeszegi, S. T., and Nöster, M. (2007): Current Practice and Structural Patterns in Virtual Organizations – A Qualitative Analysis of 30 Cases, electronic Journal of Organizational Virtualness (eJOV), Vol.8, ISSN: 1442-9331, accessible through www.ejov.org

42. Nastase, V., Koeszegi, S. T., and Szpakovicz, S. (2007): Content Analysis through the Machine Learning Mill, Group Decision and Negotiation, Vol. 16 (4), pp. 335-346, doi: https://doi.org/10.1007/s10726-006-9053-7

43. Pesendorfer, E.-M. and Koeszegi, S. T. (2007): Social Embeddedness in Electronic Negotiations, Group Decision and Negotiation, Vol 16 (4), pp. 399-415, DOI: https://doi.org/10.1007/s10726-006-9057-3

44. Srnka, K. J. and Koeszegi, S. T. (2007): From Words to Numbers - How to Transform Rich Qualitative Data into Meaningful Quantitative Results: Guidelines and Exemplary Study, Schmalenbach's Business Review, Vol. 59 of zfbf, pp. 29-57

45. Koeszegi S. T. (2006): "Review on Möllering, Guido 2006: Trust: Reason, Routine, Reflexivity. Oxford: Elsevier"; Economic Sociology - The European Electronic Newsletter, 8 (2006), 3; S. 49 - 51.

46. Koeszegi, S. T., Pesendorfer, E.-M., and Stolz, S. W. (2006): Gender Salience in Electronic Negotiations, Electronic Markets – the International Journal EM, Vol. 16 (3), pp. 173 - 185

47. Koeszegi, S. T., Srnka, K. J., and Pesendorfer, E.-M. (2006): Electronic Negotiations – A Comparison of Different Support Systems, Die Betriebswirtschaft, Vol. 66 (4), pp. 441-463

48. Pesendorfer, E.-M. and Koeszegi, S. T. (2006): Hot versus Cool Behavioral Styles in Electronic Negotiations: The Impact of Communication Mode, Group Decision and Negotiation, Vol. 15 (2), pp. 141-155

49. Srnka, K. J., Ebster, C. and Koeszegi, S. T. (2006): Lässt sich Sympathie im persönlichen Verkauf vortäuschen? Eine Analyse nonverbaler und verbaler Kommunikation, Marketing ZFP, Vol. 28 (1), pp. 39-58

50. Vetschera, Rudolf, Kersten, Gregory E., and Koeszegi, Sabine T. (2006): User Assessment of Internet-based Negotiation Support Systems. JOCEC - Journal of Organizational Computing and Electronic Commerce, Vol. 16 (2), 123-148

51. Koeszegi, S. T., Vetschera, R., and Kersten, G. E. (2004): National Cultural Differences in the Use and Perception of Internet-based NSS - Does high or low context matter? International Negotiation, Vol. 9 (1), pp. 79 – 109, DOI: https://doi.org/10.1163/1571806041262070

52. Koeszegi, S. T. (2004): Trust Building Strategies in Inter-Organizational Negotiations. Journal of Managerial Psychology, Vol. 19 (6), pp.640-660. Reprinted in: Reddy, Sumati (Ed.) (2005): International Negotiation: Perspectives and Challenges, ICFAI University Press, Hyderabad, pp. 37-66, doi: https://doi.org/10.1108/02683940410551534

53. Koeszegi, S. T. and Kersten, G. E. (2003): On-line/Off-line: Joint Negotiation Teaching in Montreal and Vienna. Group Decision and Negotiation, Vol. 12 (4), pp. 337 – 345

54. Kersten, G. E., Koeszegi, S. T., and Vetschera, R. (2003): The Effects of Culture in Computer-mediated Negotiations. JITTA – Journal of Information Technology Theory and Application, Vol. 5 (2), pp. 1 - 28

55. Bauer, R and Koeszegi, S. T. (2003): Measuring the Degree of Virtualization. Electronic Journal of Organizational Virtualness, Vol. 5 (2), pp. 26 – 46

BOOKS AND BOOK CHAPTERS (PEER-REVIEWED)

56. Koeszegi, S.T. (2024). AI @ Work: Human Empowerment or Disempowerment?. In: Werthner, H., et al. Introduction to Digital Humanism. Springer, Cham. https://doi.org/10.1007/978-3-031-45304-5_12

57. Koeszegi, S.T., Zafari S. & R. Grabler (2024). The computer says no: how automated decision systems affect workers' role perceptions in socio-technical systems, Handbook of Artificial Intelligence at Work, pp. 16-31

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