

$$\int \sqrt{\gamma} \sqrt{L} \sqrt{1 - \tilde{n}} \sqrt{1 - \frac{1}{L}} \sqrt{1 - \frac{1}{L} \approx \Delta} \sqrt{1 - \frac{1}{L}}$$

[illegible]

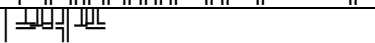
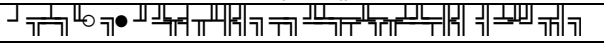
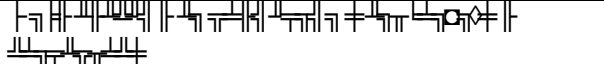
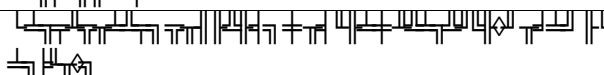
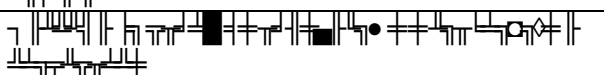
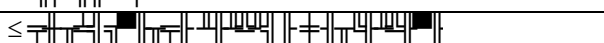
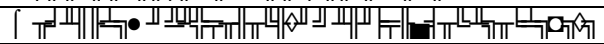
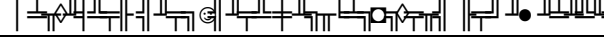
## ИЗВЕШТАЈ

### 1.1. Биографски подаци

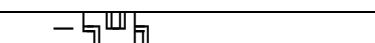
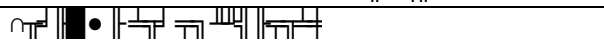
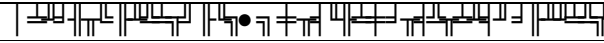
[illegible]

## 1.2. Стечено научно-истраживачко iskustvo



| $\Gamma, \infty$ |  | $\approx \gamma$ | $\infty$ | $\int \tau \tau$ |
|------------------|-----------------------------------------------------------------------------------|------------------|----------|------------------|
| 1.               |  | 10               | 7        | 14.07.2016.      |
| 2.               |  | 10               | 7        | 14.07.2016.      |
| 3.               |  | 10               | 7        | 21.09.2016.      |
| 4.               |  | 9                | 7        | 23.09.2016.      |
| 5.               |  | 10               | 7        | 23.09.2016.      |
| 6.               |  | 10               | 7        | 22.09.2017.      |
| 7.               |  | 10               | 7        | 22.09.2017.      |
| 8.               |  | 10               | 7        | 11.04.2018.      |
|                  |                                                                                   | $\Sigma 56$      |          |                  |



| $\Gamma, \infty$ |    | $\approx \gamma$ | $\infty$ | $\int \tau \tau$ |
|------------------|-------------------------------------------------------------------------------------|------------------|----------|------------------|
| 1.               |   | 4                |          | 23.09.2016.      |
| 2.               |  | 16               |          | 29.09.2018.      |
|                  |                                                                                     | $\Sigma 20$      |          |                  |

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15-20 (Di Febraro et al., 2006; Park et al., 2016).

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### 3. ПОЈАЗНЕ ХИПОТЕЗЕ

- 1.

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#### 4. НАУЧНЕ МЕТОДЕ ИСТРАЖИВАЊА

1. **הקדמה:** המחקר מנסה להבין כיצד מתנהגות חברות ישראליות במהלך משא ומתן, במיוחד כאשר הן נדרשות להחליט על הצעת מחיר. המחקר מתבסס על תאוריות מתחום הפסיכולוגיה והחשבון הכלכלי, ונערך באמצעות ניסויים מעבדתיים.

2. **מטרת המחקר:** המטרה העיקרית היא לבדוק האם חברות ישראליות נוטות להצטרף להצעת מחיר גבוהה מדי, או להצטרף להצעת מחיר נמוכה מדי, בהשוואה לחברות אמריקאיות.

3. **הנחות המחקר:** המחקר מבוסס על הנחות מסוימות, כגון:
 

- הנחה 1: חברות ישראליות נוטות להצטרף להצעת מחיר גבוהה מדי.
- הנחה 2: חברות אמריקאיות נוטות להצטרף להצעת מחיר נמוכה מדי.

4. **שיטת המחקר:** המחקר נערך באמצעות ניסויים מעבדתיים, בהם נחשפו משתתפים ישראלים ואמריקאים להצעת מחיר, והם נדרשו להחליט האם הם רוצים לקבל את ההצעה.

5. **תוצאות המחקר:** התוצאות הראשוניות מצביעות על כך שהנחות המחקר נכונות, כלומר, חברות ישראליות נוטות להצטרף להצעת מחיר גבוהה מדי, וחברות אמריקאיות נוטות להצטרף להצעת מחיר נמוכה מדי.

6. **מסקנות:** המחקר מצביע על כך שיש הבדלים משמעותיים בהתנהגות חברות ישראליות ואמריקאיות במהלך משא ומתן, וזוהי תוצאה של תרבות עסקית שונה.

7. **מגבלות המחקר:** המחקר כולל מספר מגבלות, כגון:
 

- מגבלה 1: המחקר נערך באמצעות ניסויים מעבדתיים, ולכן הוא אינו מייצג את המציאות האמיתית.
- מגבלה 2: המחקר מתבסס על תאוריות מתחום הפסיכולוגיה והחשבון הכלכלי, ולכן הוא אינו מייצג את המציאות האמיתית.

8. **מסקנות:** המחקר מצביע על כך שיש הבדלים משמעותיים בהתנהגות חברות ישראליות ואמריקאיות במהלך משא ומתן, וזוהי תוצאה של תרבות עסקית שונה.

9. **מגבלות המחקר:** המחקר כולל מספר מגבלות, כגון:
 

- מגבלה 1: המחקר נערך באמצעות ניסויים מעבדתיים, ולכן הוא אינו מייצג את המציאות האמיתית.
- מגבלה 2: המחקר מתבסס על תאוריות מתחום הפסיכולוגיה והחשבון הכלכלי, ולכן הוא אינו מייצג את המציאות האמיתית.

10. **מסקנות:** המחקר מצביע על כך שיש הבדלים משמעותיים בהתנהגות חברות ישראליות ואמריקאיות במהלך משא ומתן, וזוהי תוצאה של תרבות עסקית שונה.

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## 5. ОЧЕКИВАНИ НАУЧНИ ДОПРИНОС

וְהָיָה כִּי יִשְׁמַע ה' אֶת הַקּוֹל וְהָיָה אֵלֶיךָ וְהָיָה  
 וְהָיָה כִּי יִשְׁמַע ה' אֶת הַקּוֹל וְהָיָה אֵלֶיךָ וְהָיָה  
 וְהָיָה כִּי יִשְׁמַע ה' אֶת הַקּוֹל וְהָיָה אֵלֶיךָ וְהָיָה  
 וְהָיָה כִּי יִשְׁמַע ה' אֶת הַקּוֹל וְהָיָה אֵלֶיךָ וְהָיָה

- [illegible]

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03.10.2018. ۞ ۞