

## WHAT THEY DO NOT TEACH YOU IN GRADUATE SCHOOL, BUT SHOULD

**Faculty of International Business and Economics  
Bucharest University of Economic Studies**

**BUCHAREST, ROMANIA  
SUMMER 2026**

Professor:	Utpal Bhattacharya
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### **Objective of the Course**

The goal of this workshop is to introduce students to areas that are never taught in graduate school but should be: how to develop a research philosophy, how to write an academic paper and publish in a good journal, how to give conference presentations and conference discussions and how to give a regular seminar. Students are encouraged to sign up for a one-on-one 30-minute consultation about their research with me. Students will learn by doing. Students will develop their own titles and abstracts. Finally, and most importantly, students will develop and present their original research ideas – preferably an initial version of their job market paper – at the end of the workshop.

<u>Date</u>	<u>Time</u>	<u>Session Title</u>
Monday, June 15	6:00 PM - 9:00 PM	How to develop a research philosophy – My Personal Example How to write an academic paper and publish in a good journal Title and Abstract HW1: “I wish I had written that”
Tuesday, June 16	6:00 PM - 9:00 PM	Discussion of HW1 How to write an academic paper and publish in a good journal Viewpoint, Lever, Answer HW2: “My Dream Paper”
Wednesday June 17	6:00 PM - 9:00 PM	Discussion of HW2 How to write an academic paper and publish in a good journal Genesis: What, Why, How The 3-slide elevator pitch Discussion and Assignment of Student Research Papers
Thursday, June 18	ICESS 2026 (International Conference on Economics and Social Sciences)	
Friday, June 19	ICESS 2026 (International Conference on Economics and Social Sciences)	
Tuesday June 30	9:00 AM-Noon	Presentation of Student Research Papers

## BEHAVIORAL FINANCE

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### Description

Many careful observational studies of actual behavior – and at least three recent Nobel Prizes – suggest that the standard economic paradigm of rational investors in an efficient market does not adequately describe real-world behavior. Behavioral finance combines findings in cognitive psychology with conventional economic logic to provide alternative explanations of such observed behavior. We will examine how the psychology of decision making under uncertainty affects the traditional paradigm, while paying attention to practical applications for investment management and corporate finance.

### Objectives

Upon completion of the course, students will (1) understand where, how and why the classical finance models fail; (2) be able to detect important behavioral biases in investments and in corporate finance; and (3) get experience on how to explore ideas, create ideas and disseminate ideas.

Dates and Times	Topics
Session 1 (June 22, 6:00pm-9:00pm)	Instructor Lecture: <i>The Big Ideas in Classical Finance</i>
	Sample “general interest” presentation: <i>Anchoring (Left-Digit Effect)</i>
	Sample conference presentation: <i>Haunted Houses in HK</i>
Session 2 (June 23, 6:00pm-9:00pm)	Instructor Lecture: <i>The Big Ideas in Behavioral Finance</i>
	Sample “elevator pitch” presentation: <i>Relative Behavioral Rating</i>
Session 3 (June 24, 6:00pm-9:00pm)	Instructor Lecture: <i>Behavioral Corporate Finance</i>
	Sample conference presentation: <i>Do they do it for the money?</i>
	Instructor Lecture: <i>Behavioral Investments Finance</i>
	Sample thesis presentation: <i>Superstitious Traders</i>