

CURRICULUM VITAE AND LIST OF PUBLICATIONS

• **Personal Details**

Name: Galla Salganik-Shoshan

Regular military service: September 1, 1996 – May 18, 1998

Address and telephone (work): Ben-Gurion University of the Negev, Building 15,
Room 124, P.O. Box 653, 84105 Beer Sheva, Israel;
phone: +972 8 642 87 08

• **Education**

B.A. – 1998-2001 – Ben-Gurion University of the Negev – Department of Health Systems
Management

M.B.A. – 2002-2005 – Ben-Gurion University of the Negev – Department of Business
Administration

M.Sc. – 2006-2007 – Tilburg University, CentER – Department of Finance
Name of advisor: Prof. Jenke ter Horst
Thesis title: “First Day of the Week Effect: Evidence from an Emerging Market”

Ph.D. – 2007-2010 – Tilburg University, CentER – Department of Finance
Names of advisors: Prof. Jenke ter Horst, Dr. Paul Sengmueller
Thesis title: “Essays on Investment Flows of Hedge Fund and Mutual Fund
Investors”

• **Employment History**

2012 – Present –Lecturer, Ben-Gurion University of the Negev, Guilford Glazer Faculty of
Business and Management

2011 – 2012 – Post-Doctoral Fellow, Ben-Gurion University of the Negev, Guilford Glazer
Faculty of Business and Management

2011 – 2012 – Adjunct Lecturer, Bar-Ilan University

2007 – 2010 – Teaching Assistant, and Bachelor Thesis Supervision, Tilburg University,
CentER

2005 – 2006 – Teaching Assistant, Ben-Gurion University of the Negev

2005 – 2006 – Teaching Assistant, Achva Academic College

• Professional Activities

b. Professional functions outside universities/institutions

2010 - 2011 – Financial Risk Consultant, Team Leader of Finance Group – Financial Immunities Ltd.

2005 - 2006 – Research Fellow, the Israeli Ministry of Finance – Koret Israel Economic Development Funds

2003 - 2005 – Administrative Manager of Alternative Medicine Clinic – Clalit Health Services

2000 - 2003 – Operation Management Assistant – Clalit Health Services

c. Significant professional consulting

2011 – Financial Immunities – Debt Reconstruction

2011 – Financial Immunities – Financial Risk Management

f. Membership in professional/scientific societies

2012 – present – European Finance Association

2009 – present – European Financial Management Association

2009 – present – American Finance Association

• Educational activities

a. Courses taught

(i) Security Analysis – graduate level – Ben-Gurion University of the Negev

(ii) Fundamentals of Finance – graduate level – Ben-Gurion University of the Negev

(iii) Research Seminar on Logistics and Supply Chain – undergraduate – Bar-Ilan University

(iv) Fundamentals of Finance (with Peter de Goeij, Jenke ter Horst, Paul Sengmueller) – undergraduate level – Tilburg University

(v) Fundamentals of Finance (with Yuval Niv) – undergraduate level – Achva Academic College
Security Analysis (with Shmuel Hauser) – graduate level – Ben-Gurion University of the Negev

• Awards, Citations, Honors, Fellowships

2015 – Visiting Professor at the Finance Department of the ESSEC Business School, Paris, France.

2009 – Columbia Business School - Chazen Visiting Scholarship

2005-2006 – Koret Israel Economic Development Funds - 15,000\$ - Koret Research Fellowship Grant; to serve as an economic research assistant and to complete independent economic research on issues impeding private sector economic growth in Israel.

• Scientific Publications

1. Salganik, G. ^{PI} (2013): The “Smart Money” Effect: Retail versus Institutional Mutual Funds, *The Journal of Behavioral Finance and Economics*, Vol. 3:1, pp. 21-71.
2. Ter Horst, J. ^{PI}, and G. Salganik ^{PI} (2014): Style Chasing by Hedge Fund Investors, *The Journal of Banking and Finance*, Vol. 39, pp. 29-42.
3. Afik, Z. ^{PI}, Salganik, G. ^{PI}, Sher, V. ^S, and R. Yosef ^{PI} (2015): The Effect of “Reverse” Dual-listing on Stock Liquidity, *International Research Journal of Finance and Economics*, Vol. 131, pp. 70-79.
4. Kogan, T. ^S, and G. Salganik-Shoshan ^{PI} (2015): Corporate Governments: Government Connections of Public Oil and Gas Companies, *Corporate Ownership and Control Journal*, Vol. 12, pp. 287-303.
5. Kogan, T. ^S, and G. Salganik-Shoshan ^{PI} (2015): Corporate Monitoring and Voting Disclosure Choices: A Study of UK Asset Managers, *Corporate Ownership and Control Journal*, Vol. 13, pp. 851-867.
6. Salganik-Shoshan, G. ^{PI} (2016): Investment Flows: Retail versus Institutional Mutual Funds, *Journal of Asset Management*, Vol. 17:1, pp. 34-44.
7. Lahav, Y. ^{PI}, and G. Salganik-Shoshan ^{PI} (2016): Measuring and Characterizing the Domestic Effective Tax Rate of US Corporations, *Advances in Taxation*, Vol. 23.
8. Kogan, S. ^S, Ibriyomova, F. ^S, Salganik-Shoshan, G. ^{PI}, and D. Stolin ^{PI} (2017): Using Semantic Fingerprinting in Finance, *Applied Economics*, Vol. 49:28, pp. 2719-2735.
9. Mazur, M. ^{PI}, and G. Salganik-Shoshan ^{PI} (2017): Teaming up and Quiet Intervention: The Impact of Institutional Investors on Executive Compensation Policies, *The Journal of Financial Markets*, Vol. 35C, 65-83.
10. Mazur, M. ^{PI}, Salganik-Shoshan, G. ^{PI}, and M. Zagonov ^{PI} (2017): Comparing Performance Sensitivity of Retail versus Institutional Mutual Funds’ Investment Flows, *Finance Research Letters*, Vol. 22, pp. 66-73.
11. Salganik-Shoshan, G. ^{PI} (2017): Business Cycle and Investment Flows of Retail and Institutional Mutual Funds, *International Journal of Managerial Finance*, Vol. 13:5, pp. 498-520.
12. Salganik-Shoshan G. ^{PI} and M. Zagonov ^{PI} (2017): CEO Pay Slice as a Measure of CEO Dominance, *Research in International Business and Finance*, Forthcoming.
13. Pettinicchio, A. K. ^{PI}, Salganik-Shoshan G. ^{PI} and M. Zagonov ^{PI} (2017): Audit Quality, Bank Risks, and Cross-country Regulations, *Economics Bulletin*, Vol. 37, No. 3, pA. 153.

- **Chapter in Collective Volumes**

Year: 2006

Names of all editors: Glen Yago, Ayelet Zur-Nayberg

Title of volume: *Economic Reform Studies 2006, No. 8-16*

Publisher: Fellows Program, Koret Israel Economic Development Funds

- **Lectures and Presentations at Meetings and Invited Seminars**

(a) Presentation of papers at conferences/meetings

Jenke R. Ter Horst and Galla Salganik, 2009, “Style Chasing by Hedge Fund Investors”, Merton H. Miller European Financial Management 2009 Doctoral Seminar, Milano, Italy.

Jenke R. Ter Horst and Galla Salganik, 2009, “Style Chasing by Hedge Fund Investors” 18th European Financial Management Association Conference, Milano, Italy.

Galla Salganik, 2012, “The “Smart Money” Effect: Retail versus Institutional Mutual Funds”, 21st European Financial Management Association Conference, Barcelona, Spain.

Galla Salganik, 2012, “The “Smart Money” Effect: Retail versus Institutional Mutual Funds”, 4th Annual Meeting of the Academy of Behavioral Finance and Economics, New York, USA.

Galla Salganik, 2013, “The Determinants of Investment Flows: Retail versus Institutional Mutual Funds”, 7th Global Business and Social Science Research Conference, Beijing, China.

Galla Salganik, 2014 – “The Determinants of Investment Flows: Retail versus Institutional Mutual Funds”, World Finance Conference, Venice, Italy.

Mieszko Mazur and Galla Salganik, 2014, “Teaming up and quiet intervention: The impact of institutional investors on executive compensation policies”, World Finance Conference, Venice, Italy.

Mieszko Mazur and Galla Salganik, 2014, “Teaming up and quiet intervention: The impact of institutional investors on executive compensation policies”, Paris Financial Management Conference, Paris, France.

Galla Salganik-Shoshan, 2015, “Investment Flows: Retail versus Institutional Mutual Funds”, 17th Eurasian Business and Economics Society Conference, Venice, Italy.

Mieszko Mazur, Galla Salganik, Thomas Walker, and Jun Wang, 2016, “The Geography of Institutional Ownership: Effective Monitoring and Litigation Risk”, International Finance and Banking Society Conference, Barcelona, Spain.

Galla Salganik-Shoshan, 2016, “Investment Flows: Retail versus Institutional Mutual Funds”, World Finance Conference, New-York, US.

- **Seminar presentations at universities and institutions**

1. Year: 2017, University of Bologna, Facilitating Takeovers and Takeover Premia: The Case of Coordinated Monitoring
2. Year: 2010, Tel-Aviv University, Israel, Style Chasing by Hedge Fund Investors

3. Year: 2010, Ben-Gurion University of the Negev, Israel, Style Chasing by Hedge Fund Investors
4. Year: 2009, Columbia Business School, Hedge Fund- Mutual Fund Interrelations through the Prism of Investor Flows
5. Year: 2008, Tilburg University, CentER, Style Chasing by Hedge Fund Investors

- **Research Grants**

2015 – CERESSEC Research Grant

Granting Institution: ESSEC Business School

Subject: Does Institutional Ownership impact the Bankruptcy process?

Name of Grantee: Galla Salganik-Shoshan (co-authors: Timothy Fisher, University of Sydney, Australia; Ilanit Gavious, Ben-Gurion University of the Negev, Israel; Jocelyn Martel, ESSEC Business School & THEMA, France)

Total amount: EUR 3,500

2014 – 2015: Granting Institution: Research Institute for Econometrics

Subject: Mutual-Funds Uniqueness-Performance Relationship

Name of Grantees: Galla Salganik (PI) and Amnon Schreiber (PI)

Period of Grant: 1year, Total Amount: NIS 10,000

2015 – Granting Institution: Guilford Glazer Faculty of Business and Management, Ben-Gurion University of the Negev

Subject: Does Institutional Ownership impact the Bankruptcy process?

Name of Grantee: Galla Salganik-Shoshan (co-authors: Timothy Fisher, University of Sydney, Australia; Ilanit Gavious, Ben-Gurion University of the Negev, Israel; Jocelyn Martel, ESSEC Business School & THEMA, France)

Total amount: NIS 20,000