

CURRICULUM VITAE AND LIST OF PUBLICATIONS

• **Personal Details**

Simone Moran

Date and place of birth: November 16, 1965 (South Africa)

Date of immigration: 1977

Address and telephone number at work:

Department of Management, Guilford Glazer Faculty of Business &  
Management, Ben Gurion University, P.O.Box 653, Beer Sheva, 84105  
Phone: 972-8-6479802 Fax: 972-8-6477697, email: [simone@bgu.ac.il](mailto:simone@bgu.ac.il)

• **Education**

- B.A.: 1986-1990: Ben-Gurion University,  
Dept. of Behavioral Sciences (with honors)
- M.A.: 1990-1994: Ben-Gurion University,  
Dept. of Behavioral Sciences (with honors)  
Name of advisor: David Leiser  
Title of thesis: Point to point mapping of perspective  
projections of 2D geometrical figures"
- Ph.D: 1997- 2001: Ben-Gurion University (Summa Cum Laude)  
Name of advisor: Ilana Ritov  
Title of thesis: Multi-issue negotiations: initial  
offers, anchoring, and integrativeness

• **Employment History**

- Current (since April 2009): Senior Lecturer, Department of Management,  
Guilford Glazer Faculty of Business & Management,  
Ben-Gurion University
- Aug 2009-Jul 2010: Visiting Scholar, Wharton School, University of  
Pennsylvania

|              |   |
|--------------|---|
| 2001-2009:   | Lecturer, Department of Management, Guilford Glazer Faculty of Business & Management, Ben-Gurion University |
| Summer 2003: | Visiting Scholar, Wharton School, University of Pennsylvania  |
| Summer 2002: | Visiting Scholar, Harvard Business School   |
| Summer 2001: | Visiting Scholar, Harvard Business School   |
| 1997 - 2001  | Instructor, School of Management, Ben-Gurion University.  |
| 1994 - 1996  | Instructor, Department of Behavioral Sciences, Ben-Gurion University.                                       |
| 1993         | Instructor, The Open University of Israel.  |

• **Professional Activities**

(a) Positions in academic administration:

|               |  |
|---------------|--|
| 2015-current: | Head of the Center for Decision Making and Economic Psychology (DMEP), Ben-Gurion University |
| 2012-current: | Head of Human subjects research committee, Faculty of Management, Ben-Gurion University      |
| 2014-current: | Member of the Ben-Gurion University Senate   |
| 2014-current: | Head of Management program, Eilat Campus, Ben-Gurion University                              |
| 2012:         | Head of Management program, Eilat Campus, Ben-Gurion University                              |
| 2009:         | Head of teaching committee, Dept. of Management, Ben-Gurion University                       |

- 2003-2009: Member of University I-Learning committee, Ben-Gurion University
- 2004-2007: Member of steering committee, Center for Studies of Populations in Conflict, Ben-Gurion University
- 2004: Head of teaching committee, Dept. of Management, Ben-Gurion University

(b) Significant professional consulting

- 1994-1996: P.A.N., Organizational Consultant, involved in management consulting projects and conducting management workshops at the Israeli ministry of labor and social affairs, Israeli postal authority, Tel-Aviv city council, Clalit health services, Israeli electricity co.

(c) Editor or Member of editorial board of scientific journal

- Current: Action Editor, Collabra: Psychology (OB Section)
- 2007-current: Editorial board, Organizational Behavior & Human Decision Processes
- 2006-current: Editorial board, Negotiation & Conflict Management Research

(d) Membership in professional/scientific societies

- 1998-current: Society for Judgment and Decision Making
- 1999-current: European Association for Decision Making
- 2001-current: Academy of Management
- 2005-current: International Association for Conflict Management
- 2010-current: Association for Psychological Science
- 2003-current: Decision Making & Economic Psychology Center, Ben-Gurion University
- 2004–Current: Center for Studies of Populations in Conflict, Ben-Gurion University

(e) Reviewer for Academic Journals, Conferences and Scientific Foundations

Organizational Behavior & Human Decision Processes, Journal of Behavioral Decision Making, Judgment and Decision Making, Cognitive Science, Negotiation & Conflict Management Research, Journal of Experimental Social Psychology, Journal of Economic Psychology, British Journal of Social Psychology, Behaviour & Information Technology, Academy of Management, International Association for Conflict Management, Association for Consumer Research, ISF (Israel Science Foundation), BSF (US-Israel Binational Science Foundation), GIF (German-Israel Foundation).

• **Educational activities**

(a) Courses taught

Judgment and Decision Making: BA/MA, Ben-Gurion University

Negotiation: BA/MBA, Ben Gurion University; MBA, Wharton

Organizational Behavior: BA, Ben-Gurion University

Cognitive Psychology: BA, Ben-Gurion University

Introduction to Psychology: BA, Ben-Gurion University, Open University

(b) Research students

2002-2004: Efrat Tamir, M.A.

2004-2006: Liat Sattler, M.A. (jointly supervised with Yoella Bereby-Meyer)

2005-2007: Giora Natkin, M.A. (jointly supervised with Yoella Bereby-Meyer)

2008-2010: Anna Dorfman, (jointly supervised with Yoella Bereby-Meyer)

2008-2010: Michal Miller, M.A.

2008-2010: Adit Hannell, M.A.(jointly supervised with Yoella Bereby-Meyer)

2009-2011: Michal Meyuhas, M.A.

2010-2013: Hila Modiano, Ph.D. (jointly supervised with Yoella Bereby-Meyer)

2011-2013: Amos Schurr, Post Doc

2011-2013: Dafna Becker, M.A. (jointly supervised with Hila Riemer)

2012-2014: Tamar Icekson, Post doc

2012-2014: Nir Milstein, M.A. (jointly supervised with Hagit Cohen)

2013-2015: Liad Bareket-Bojmel, Post Doc

2013-2015: Mordechai Hurwitz, M.A. (jointly supervised with Uriel Haran)

2014-2016: Margarita Leib, M.A. (jointly supervised with Shaul Shalvi)

Current: Ilanit Siman Tov- Nachlieli, Post Doc

Current: Ronit Montal, Ph.D.

Current: Hadar Shany, Ph.D. (jointly supervised with Tehila Kogut)

Current: Maya Peri, M.A.

Current: Liron Har-Vardi, M.A.

Current: Rebeka Zogovsky, M.A. (jointly supervised with Marieke Roskes)

Current: Clil Uliel, M.A. (jointly supervise with Amos Schurr)

• **Awards, Honors, Fellowships**

2012: Department of Management, Ben Gurion University, Outstanding Teaching Award

2007: Dutch Association of Work & Organizational Psychology Annual Meeting Best paper award, for paper: Shalvi, S., **Moran, S.**, & Ritov, I. (2007). Effects of Locus of Control on Negotiation Outcomes: Differentiating between Proposers and Recipients of Initial Offers.

2001: Ben-Gurion University of the Negev, PhD honors

2000: Society for Judgment and Decision Making (SJDM), Jane Beattie Award

1994: Ben-Gurion University of the Negev, MA honors

1990: Ben-Gurion University of the Negev, BA honors

• **Fellowships**

2001: United States-Israel Educational Foundation (USIEF), Fulbright Award for  
Doctoral Dissertation Students, \$3,000

• **Scientific Publications**

(a) Book Chapters

**Moran, S.** and Ritov, I. (2010). Valence framing in Negotiations, in G. Keren  
(Ed.), *Perspectives on Framing: The Society for Judgment and Decision Making  
Series*. London: Psychology Press

(b) Refereed Papers

**Moran, S.** & Leiser, D. (2002). The limits of shape constancy: point-to-point  
mapping of perspective projections of flat geometrical figures, *Behaviour and  
Information Technology*, 21(2), 97-104.

**Moran, S.** & Ritov, I. (2002). Initial perceptions in negotiations: evaluation and  
response to “logrolling” offers. *Journal of Behavioral Decision Making*, 15(2),  
101-124.

Idson, L., Chugh, D., Bereby-Meyer, Y., **Moran, S.**, Grosskopf, B., & Bazerman,  
M. (2004). Overcoming focusing failures in competitive environments. *Journal  
of Behavioral Decision Making*, 17(3), 159-172.

Bereby-Meyer, Y., **Moran, S.**, & Unger-Aviram, E. (2004). When performance  
goals deter performance: Transfer of skills in integrative negotiations.  
*Organizational Behavior and Human Decision Processes*, 93, 142-154.

Danziger, S., **Moran, S.** & Rafaely, V. (2006). The influence of ease of retrieval on judgment as a function of attention to subjective experience. *Journal of Consumer Psychology*, 16(2), 195-199.

**Moran, S.** & Meyer, J. (2006). Using context effects to increase a leader's advantage: What set of alternatives should be included in the comparison set? *International Journal of Research in Marketing*, 23, 141-154.

**Moran, S.** and Ritov, I. (2007). Experience in integrative negotiations: What needs to be learned? *Journal of Experimental Social Psychology*, 43(1), 77-90.

**Moran, S.** & Schweitzer, M. (2008). When better is worse: Envy and the use of deception in negotiations. *Negotiation & Conflict Management Research*, 1(1), 3-29.

**Moran, S.**, Bereby-Meyer, Y., & Bazerman, M. (2008). Stretching the effectiveness 2 analogical training in negotiations: Learning core principles for creating value. *Negotiation & Conflict Management Research*, 1(2), 99-134.

Ritov, I. and **Moran, S.** (2008). Missed opportunity for creating value in negotiations: reluctance to making integrative gambit offers. *Journal of Behavioral Decision Making*, 21(4), 337-351.

Shalvi, S., **Moran, S.**, & Ritov, I. (2010). Overcoming Initial Anchors: The Effect of Negotiators' Dispositional Control Beliefs. *Negotiation & Conflict Management Research*, 3(3), 232-248.

Bereby-Meyer, Y., **Moran, S.**, & Sattler, L. (2010). The effects of reflection and motivational goals on the transfer of skills in integrative negotiations, *Negotiation & Conflict Management Research*, 3(1), 64-86.

Bereby-Meyer, Y., **Moran, S.**, Grosskopf, B., Chen Idson, L., & Chugh, D. (2013). Choosing between lotteries: Remarkable coordination without communication. *Journal of Behavioral Decision Making*, 26(4), 338-347.

Dorfman, A., Bereby-Meyer, Y. & **Moran, S.** (2013). When feeling skillful impairs coordination in a lottery selection task. *PLoS ONE*, 8(6).

Icekson, T., Roskes, M. & **Moran, S.** (2014). Effects of optimism on creativity under approach and avoidance motivation. *Frontiers in Human Neuroscience*, 8, Article 106.

Bareket-Bojmel, L., **Moran, S.**, & Shahrar, G. (2016). Strategic self-presentations on face-book: personal motives and audience response to online behavior, *Computers in Human Behavior*, 55, 788-795

• **Lectures, Presentations and invited seminars**

(a) Presentation of papers at conferences/meetings

1. Siman Tov-Nachlieli, I., Heller, D., & **Moran, S.** (2016). We are all one family: The family metaphor in team relationship conflict. *International Association for Conflict Management Annual Meeting*, New York, USA (oral presentation).
2. Schurr, A., **Moran, S.** & Uliel, C. (2016). Judging the morality, severity, and retribution of swerving self-driving and regular cars *DMEP-Ratio workshop*, Jerusalem, Israel.
3. Montal, R., & **Moran, S.**, (2016). How envy and task interdependence impact team members' helping decisions? *The 17<sup>th</sup> conference of the Center for the Study of Organizations & Human Resource Management (COHRM)*, Haifa, Israel. (oral presentation).
4. Montal, R., & **Moran, S.**, (2016). How envy and task interdependence impact team members' helping decisions? *The Third Israel Organizational Behavior Conference (IOBC)*, Tel Aviv, Israel. (oral presentation).
5. Montal, R., & **Moran, S.**, (2016). Envy and Helping Behaviors in Teams: The Moderating Role of Team Interdependence. *DMEP-Ratio workshop*, Beer-Sheva, Israel. (Poster).
6. Montal, R., & **Moran, S.**, (2015). How envy and task interdependence impact team members' helping decisions? *The 25<sup>th</sup> Subjective Probability, Utility, and*

- Decision Making Conference (SPUDM)*, Budapest, Hungary. (oral presentation).
7. Montal, R. & **Moran, S.**, (2015). Envy and Helping Behaviors in Teams: The Moderating Role of Team Interdependence. *DMEP-Ratio workshop*, Beer-Sheva, Israel. (oral presentation).
  8. Brooks, A.W. **Moran, S.**, & Bereby-Meyer, Y. (2015). Coming to the rink mad: Negotiators feel anxious but want to feel angry. *Academy of Management Annual Meeting*, Vancouver, (oral presentation)
  9. Hurwitz, M., Haran, U. & **Moran, S.** (2014). Functional overconfidence: Need for informativeness drives excessive confidence. *Society for Judgment and Decision Making Annual Conference*, Long Beach, CA (oral presentation).
  10. Brooks, A.W., & **Moran, S.** (2014). Coming to the rink mad: negotiators choose to up-regulate authentic anger. *Academy of Management Annual Meeting*, Philadelphia (oral presentation).
  11. Schurr, A., Dekel, O, & **Moran, S.** (2014). Can Expertise and Accountability Attenuate Judgmental Biases in Law? *Behavioral Decision Research in Management*, London (oral presentation)
  12. **Moran, S.**, Shalvi, S. & Ritov, I. (2014). *European Association for Social Psychology Annual Meeting*, Amsterdam, Netherlands (oral presentation).
  13. Ickson, T., Roskes, M. & **Moran, S.** (2014). Effects of optimism on creativity under approach and avoidance motivation. *European Association for Social Psychology Annual Meeting, Amsterdam, Netherlands* (poster)
  14. Shany, H., **Moran, S.** & Kogut, T. (2014). Social closeness and gratitude in negotiation. *European conference on positive psychology*, Amsterdam, Netherlands (poster)
  15. **Moran, S.** & Ritov, I. (2014). Issue specific emotionality: Beyond effects of value. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).
  16. Leib, M, Shalvi, S. & **Moran, S.** (2014). Corrupt upstream reciprocity. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).

17. Shany, H., **Moran, S.** & Kogut, T. (2014). Social closeness and gratitude in negotiation. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation)
18. **Moran, S.** & Ritov, I. (2014). Mental accounting in multi-issue negotiations. *Human Intuition and Economic Behavior, DICE@IDC\_UK Workshop*, IDC, Herzliya
19. Schurr, A., Dekel, O, & **Moran, S.** (2014). Qualifying faults: The role of expertise and accountability *ISF International Research Workshop on Behavioral Legal Studies: Cognition, Motivation and Moral Judgments*, Jerusalem and Ramat-Gan (oral presentation)
20. **Moran, S.** & Ritov, I. (2013). Issue specific emotionality: Beyond effects of utility. *Society for Judgment and Decision Making Annual Conference*, Toronto (oral presentation).
21. Schurr, A., Dekel, O, & **Moran, S.** (2013). Qualifying faults: The role of expertise and accountability. *European Association for Decision Making Biannual Conference on Subjective Probability, Utility and Decision Making*, Barcelona (oral presentation)
22. **Moran, S.** & Ritov, I. (2013). Issue specific emotionality: Beyond effects of utility. *European Association for Decision Making Biannual Conference on Subjective Probability, Utility and Decision Making*, Barcelona (oral presentation).
23. Bereby-Meyer, Y., **Moran, S.**, Halali, E., & Schweitzer, M. (2013). Effects of down-regulating emotions: Evidence from ultimatum and trust games. *International Association for Conflict Management Annual Meeting*, Tacoma, Washington (oral presentation).
24. Brooks, A.W., **Moran, S.**, Schweitzer, M., & Bereby-Meyer, Y. (2013). Glad to be mad: When negotiators strategically choose to feel angry. *Academy of Management Annual Meeting*, Orlando, FL (oral presentation)
25. **Moran, S.** & Schweitzer, M. (2012). When envy induces lying and other interpersonal harming intents. “*Temptation and Moral Behavior*” joint meeting of Center for the study of Rationality, Hebrew University & DMEP, Ben-Gurion University, Beer-Sheva, Israel (oral presentation).

26. Bereby-Meyer, Y., **Moran, S.**, Halali, E., & Schweitzer, M. (2011). When regulating emotions is worth money: Evidence from ultimatum and trust games. *European Association for Decision Making Biannual Conference on Subjective Probability, Utility and Decision Making*, London (oral presentation).
27. Dorfman A., Bereby-Meyer Y., & **Moran, S.** (2011). The magic of tacit coordination: Can skill break the spell? *European Association for Social Psychology General Meeting*, Stockholm (oral presentation).
28. **Moran, S.**, Bereby-Meyer, Y., Schweitzer, M., Wood-Brooks, A. & Modiano, H. (2011). Emotion Regulation in Negotiation. *International Conference on Decision Making*, IDC Herzliya, Israel (oral presentation).
29. **Moran, S.**, Bereby-Meyer, Y., Schweitzer, M., Brooks, A.W, Modiano, H. & Halali, E. (2011). Emotion regulation in negotiation and social interactions. *Workshop on Experimental Approaches in Conflict Research*, Hebrew University & IDC, Israel (oral presentation)
30. Brooks, A.W., **Moran, S.**, Schweitzer, M., & Bereby-Meyer, Y. (2011). Glad to be mad: When negotiators strategically choose to feel angry. *Academy of Management Annual Meeting*, San Antonio, Texas (oral presentation)
31. **Moran, S.**, Bereby-Meyer, Y., Schweitzer, M., & Modiano, H. (2010). "Keep a poker face": is that good advice for negotiators? *Society for Judgment and Decision Making Annual Conference*, St. Louis, MO. (oral presentation)
32. Dorfman A., Bereby-Meyer Y., & **Moran, S.** (2010). The magic of tacit coordination: Can skill break the spell? *Society for Judgment and Decision Making Annual Conference*, St. Louis, MO. (poster).
33. Wood, A, **Moran, S.**, Schweitzer, M. & Bereby-Meyer, Y. (2010). Bring it on! How negotiators strategically choose to feel worse. *International Association for Conflict Management Annual Meeting*, Boston (oral presentation).
34. Bereby-Meyer, Y., **Moran, S.** & Halali, E. (2009). Cool down, it is worth money: evidence from Ultimatum and Trust games. *Society for Judgment and Decision Making Annual Conference*, Boston, MA (oral presentation).
35. Dorfman A., Bereby-Meyer Y., & **Moran, S.** (2009). The magic of tacit coordination: Can skill break the spell? *European Association for Decision*

*Making Biannual Conference on Subjective Probability, Utility and Decision Making*, Trento (oral presentation)

36. Shalvi, S., **Moran, S.**, & Ritov, I. (2009). Overcoming initial anchors: The effect of *negotiators'* dispositional control beliefs. *Academy of Management Annual Meeting*, Chicago (oral presentation).
37. **Moran, S.**, Schweitzer, M. & Miller, M. (2009). How competence curtails cooperation: Envy, warmth and schadenfreude. *Academy of Management Annual Meeting*, Chicago (poster).
38. **Moran, S.** & Ritov, I. (2009). Valence framing in negotiations. *Conference on Framing*, University of Tilburg (oral presentation).
39. Shalvi, S., **Moran, S.**, & Ritov, I. (2007). Effects of Locus of Control on Negotiation Outcomes: Differentiating between Proposers and Recipients of Initial Offers. *Dutch association of work & organizational psychology annual meeting*, Twente University (oral presentation, received "Best Paper Award")
40. **Moran, S.**, Ritov, I., & Marzel, A. (2007). Issue frames in negotiations: Bearing a loss on high versus low priority issues in multi-issue negotiations. *Society for Judgment and Decision Making Annual Conference*, Long Beach, CA (oral presentation).
41. **Moran, S.**, Ritov, I., & Marzel, A. (2007). Bearing a loss versus foregoing a gain in multi-issue negotiations. *Academy of Management Annual Meeting*, Philadelphia (oral presentation).
42. Shalvi, S., **Moran, S.** & Ritov, I. (2007) Effects of Locus of Control on Negotiation Outcomes: Differentiating between Proposers and Recipients of Initial Offers (2007). *International Association for Conflict Management Annual Meeting*, Budapest (oral presentation).
43. Danziger, S. & **Moran, S.** (2007). Subjective experience and evaluation of response time as a function of response system: automatic versus self inquiry. *ECR Conference*, Milan (oral presentation)
44. **Moran, S.** & Schweitzer, M. (2006). When better is worse: Envy and the use of deception in negotiations. *Affect, Motivation and Decision Making International Conference*, Dead Sea, Israel (oral presentation).

45. Danziger, S. & **Moran, S.** (2006). Subjective experience and evaluation of response time as a function of response system: automatic versus self inquiry. *Affect, Motivation and Decision Making International Conference*, Dead Sea, Israel (oral presentation)
46. **Moran, S.** & Schweitzer, M. (2005). When better is worse: Envy and the use of deception in negotiations. *Academy of Management Annual Meeting*, New Orleans (oral presentation).
47. Bereby-Meyer, Y. & **Moran, S.** (2005). When knowledge might hurt you: the case of lottery selection. *Society for Judgment and Decision Making Annual Conference*, Toronto (oral presentation).
48. Ritov, I. & **Moran, S.** (2005). Are parts more prominent than the whole? Loss aversion as a barrier to creative negotiation, *International Association for Conflict Management Annual Meeting*, Seville (oral presentation).
49. Bereby-Meyer, Y., **Moran, S.**, & Sattler, L. (2005). The effects of reflection and motivational goals on the transfer of skills in integrative negotiations. *International Association for Conflict Management Annual Meeting*, Seville (oral presentation).
50. **Moran, S.** & Schweitzer, M. (2004). Too good for your own good: Envy and the deception decision process, *Society for Judgment and Decision Making Annual Conference*, Minneapolis (oral presentation)
51. **Moran, S.**, Bereby-Meyer, Y., & Bazerman, M. (2004). Getting more out of analogical training in negotiations: learning underlying principles for creating value, *Academy of Management Annual Meeting*, New Orleans. (oral presentation)
52. **Moran, S.** & Ritov, I. (2003), Experience in integrative negotiations: what needs to be learned? *European Association for Decision Making Biannual Conference on Subjective Probability, Utility and Decision Making*, Zurich (oral presentation)
53. Bereby-Meyer, Y., **Moran, S.**, Chen Idson, L., Chugh, D., Grosskopf, B., & Bazerman, M. (2003). Choosing the less attractive option to get a better outcome. *Society for Judgment and Decision Making Annual Conference*, Vancouver (oral presentation)

54. **Moran, S. & Ritov, I.** (2002), Are parts more prominent than the whole? Reluctance to making worthwhile "backtracking" counter-offers, *Society for Judgment and Decision Making Annual Conference*, Kansas City, MO (oral presentation)
55. **Moran, S. & Ritov, I.** (2002), Are parts more prominent than the whole? Reluctance to making worthwhile "backtracking" counter-offers, *Economic Science Association Conference*, Boston, MA (oral presentation)
56. Bereby-Meyer, Y., **Moran, S. & Unger-Aviram, E.** (2001). The effect of learning teams on the transfer of skills in a complex multi-issue negotiation task, *Academy of Management Annual Conference*, Washington D.C. (oral presentation)
57. **Moran, S. & Ritov, I.** (2000). Logrolling without understanding why: effects of anchoring and superficial learning, *7th Behavioral Decision Research in Management Conference (BDRM)*, Tucson, Arizona. (oral presentation)
58. **Moran, S. & Ritov, I.** (2000). Logrolling without understanding why: effects of anchoring and superficial learning, *Society for Judgment and Decision Making Annual Conference*, New Orleans, LA. (oral presentation)
59. **Moran, S. & Ritov, I.** (1999). Initial offers in multi-issue negotiations: evaluation and response to offers with different levels of "logrolling", *Biannual Conference on Subjective Probability, Utility and Decision Making, (SPUDM)*, Mannheim. (oral presentation)
60. **Moran, S. & Ritov, I.** (1998). Initial evaluation of integrative offers in multi-Issue negotiations, *Society for Judgment and Decision Making Annual Conference*, Dallas, Texas. (oral presentation)

(b) Seminar presentations at universities and institutions

2015: Organizational Behavior Seminar, The Jerusalem School of Business Administration, Hebrew University

2013: The Leon Recanati Graduate School of Business Administration, Tel Aviv University

2013: Decision Making Seminar, IDC Herzlia

2013: Decision Making & Economic Psychology Center, Ben-Gurion University

2012: Social and Organizational Psychology Seminar, Bar Ilan University.

2011: Decision Making & Economic Psychology Center, Ben-Gurion University

2007: Social Psychology Seminar, The Jerusalem School of Business  
Administration Hebrew University

2005: Arison School of Business Seminar, IDC Herzlia

2003: School of Management Seminar, Ben-Gurion University

2003: The Leon Recanati Graduate School of Business Administration, Tel Aviv  
University

2003: Department of Behavioral Sciences Seminar, Ben-Gurion University

2002: Decision Making & Economic Psychology Center, Ben-Gurion University

• **Research Grants**

2003-2006 The Israel Science Foundation (ISF), "Exploring the course of multi issue negotiations: cognitive biases, social orientations, and sacred values", 3 years, Annual amount: \$26,300, Total amount: \$79,000

2008-2011 United States-Israel Binational Science Foundation (BSF),  
"Regulating Emotions in Negotiations", with Maurice Schweitzer & Yoella Bereby-Meyer, 4 years, Annual amount \$45,000, Total amount: \$180,000.

2008-2011 The Israel Science Foundation (ISF), "Trade-offs and creating value in negotiations: effects of framing and emotionality", 4 years, Annual amount: \$30,000, Total amount: \$120,000

2015-2018 The Israel Science Foundation (ISF), "Social comparisons and envy in teams", 3 years, Annual amount: \$33,000, Total amount: \$99,000

**• Present Academic Activities**(a) Submitted for publication

Leib, M., Shalvi, S. & **Moran, S.** Corrupt reciprocity, *Revise and resubmit, Organizational Behavior and Human Decision Processes*

(b) In preparation

1. **Moran, S.**, Ritov, I., & Meyuhas, M. Issue specific emotionality
2. Siman Tov-Nachlieli, I., Heller, D., & **Moran, S.** We are all one family: The family metaphor in team relationship conflict.
3. Siman Tov-Nachlieli, I., **Moran, S.**, & Har Vardi, L. The moral negotiator's advantage: The impact of counterpart's reputation on negotiators' judgments, decisions and outcomes
4. Montal, R. & **Moran, S.** Envy and helping behaviors in teams
5. Shany, H., **Moran, S.** & Kogut, T. Gratitude in negotiation
6. Montal, R., Kogut, T., & **Moran, S.** Belief in a just world as a moderator of the relationship between social comparisons and helping behaviors
7. Hurwitz, M., Haran, U., **Moran, S.** & **Mazar, S.** Functional overconfidence: Need for informativeness drives excessive confidence in advice
8. Schurr, A., **Moran, S.** & Uliel, C. Judging the morality, severity, and retribution of swerving self-driving and regular cars
9. Schurr, A., Dekel, O. , Leib, M., Shalvi, S., Pitarello, A. & **Moran, S.** Expertise and accountability as tools for debiasing and increasing law obedience
10. Bereby-Meyer, Y. **Moran, S.**, Halali, E. & Schweitzer, M. Cool down, it is worth money: evidence from Ultimatum and Trust games
11. Danziger, S. & **Moran, S.** Don't call us, we'll call you: Freeing the mind in long waits for a service response
12. **Moran, S.**, Miller, M., & Schweitzer, M. Why Dogs are High Performers Best Friends: How Warmth Curtails the Harmful Effects of Envy