

## **Simone Moran**

Simone Moran is an Associate Professor at the Guilford Glazer Faculty of Business and Management, Ben-Gurion University of the Negev. She is also the Head of the Ben-Gurion University Center for Decision Making and Economic Psychology (DMEP)

Simone studies behavioral aspects of judgment and decision making, mainly in the context of negotiations and interpersonal behavior. She primarily examines how cognitive and emotional processes shape pro-social behaviors, including cooperation, help-giving, moral behaviors. Her work has been published in journals such as: Journal of Personality and Social Psychology, Organizational Behavior and Human Decision Processes, Journal of Experimental Social Psychology, Journal of Behavioral Decision Making, Negotiation and Conflict Management Research, International Journal of Research in Marketing, and Journal of Consumer Psychology.

Simone has received numerous research grants from the ISF (Israel Science Foundation) the BSF (United States – Israel Bi-national Science Foundation), and Lower Saxony, VolkswagenStiftung. She has also won a number of rewards, including: Best paper award at the 2007 Annual Meeting of the Dutch Association of Work & Organizational Psychology, United States-Israel Educational Foundation (USIEF) Fulbright Award for Doctoral Dissertation Students in 2001, the Society for Judgment and Decision Making Jane Beattie Award in 2000.

Simone is a member of the Editorial boards of Organizational Behavior and Human Decision Processes, and of Negotiation and Conflict Management Research, and Action Editor at Collabra: Psychology, OB Division.

She teaches decision-making and negotiation at the graduate and undergraduate level, and has won several outstanding teaching awards.

Simone has a B.A. in Behavioral Science (1990), an M.A. in Organizational Psychology (1994) and a PhD in Management (2001) from the Ben-Gurion University. She has also spent time as a visiting scholar at Harvard Business School and at Wharton.

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