

Curriculum Vitae

Ilanit SimanTov-Nachlieli

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Academic Experience

2016-Today: *Post-doctoral fellowship (Kreitman scholarship, 2nd year)*, **Ben-Gurion University**, Guilford Glazer Faculty of Business & Management

Advisor: Dr. Simone Moran

- Investigating decision making in negotiations.
- Managing team conflicts in organizations.

2011-2015: *PhD in Social Psychology*, The School of Psychological Sciences, **Tel-Aviv University**

Advisors: Prof. Arie Nadler and Dr. Nurit Shnabel

Doctoral dissertation: Feeling Both Victim and Perpetrator: Investigating Duality within the Needs-Based Model.

Promoting pro-social behavior and cooperation between conflicting groups and individuals.

2008-2009: *MSc in Social Psychology*, **VU University of Amsterdam**, *cum laude*

Advisor: Prof. Catrin Finkenauer

Thesis: Cooperating with them: The effects of intensity and direction of motivation on intergroup relations.

A unique international master program, including expert courses and workshops by leading social psychologists (e.g., Prof. Paul Van Lange; Prof. Roy Baumeister; Prof. Dianne Tice; Prof. Eliot Smith and Prof. Kipling Williams)

2006-2007: *Teaching Diploma in Computer Sciences*, **Open University of Israel**

1995-1998: *BA in Computer Science & Management*, **Tel-Aviv University**, *cum laude*

Professional and Teaching Experience

2016-Today: *Lecturer:* Organizational Behavior at Mandel Social Leadership MBA Program, Ben-Gurion University, Guilford Glazer Faculty of Business & Management.

2006-2007: *Lecturer:* Computer Science, Computer Programming, System Analysis.

1991-2007: *Programmer, Senior Software Analyst and Project Manager.*

Management, analysis and design of several software and IT applications

Scholarships and Awards

2017: *Kreitman Post-Doctoral Scholarship (2nd year)*, Ben-Gurion University

2016: *IACM Travel Award, New-York*

2016: *Kreitman Post-Doctoral Scholarship (1st year)*, Ben-Gurion University

- 2015: *Excellence Scholarship*, Tel-Aviv University, The School of Psychological Sciences
2014: *Excellence Scholarship*, Tel-Aviv University, The School of Psychological Sciences
2013: *Scholarship from the Tami Steinmetz Center for Peace Research*, Israel
2008-2009: *William James Scholarship*, VU University, The Netherlands
2007-2008: *VU FPP grant*, VU University, The Netherlands

Research Grants

2015-2016 The Raya Strauss Center for Family Business Research
"Feeling Part of the Family: Exploring the Moderating Role of Business Type in Team Conflicts",
Heller and SimanTov-Nachlieli, 1 year, Amount: 30,000 NIS.

Professional Activities

(a) Positions in academic administration:

- 2013-2015: *Lab Manager*, The School of Psychological Sciences, Tel-Aviv University
Training and co-supervising research and dissertation of undergraduate and graduate students.
2016-2017: Organizing DMEP (The Decision Making and Economic Psychology Center)
Seminars, The Guilford Glazer Faculty of Business & Management, Ben-Gurion University.

(b) Ad hoc Reviewer:

- European Journal of Social Psychology
- Group Processes and Intergroup Relations
- Basic and Applied Social Psychology
- Megamot

(c) Reviewer for conferences:

- IACM Conference 2016, 2017
- Academy of Management (AOM) 2017 Annual Meeting
- Organizational Behavior Conference (IOBC) 2018

Publications

Book Chapters:

SimanTov-Nachlieli, I., & Shnabel, N. (2017). Promoting helping behaviour across group boundaries through the restoration of conflicting groups' agentic identities. In van Leeuwen, E., & Zagefka, H. (Eds.), *Intergroup Helping*. New York: Springer.

SimanTov-Nachlieli, I., & Shnabel, N. (2016). Addressing Israelis' and Palestinians' basic needs for agency and positive moral identity facilitates mutual prosociality. In Sharvit, K. & Halperin, E. (Eds.), *The Israeli-Palestinian conflict: A social psychology perspective - Celebrating the legacy of Daniel Bar-Tal* (Vol. 2). New York: Springer.

Journal Articles:

SimanTov-Nachlieli, I., Shnabel, N., Aydin, A. L., & Ullrich, J. (2017). Agents of pro-sociality: Affirming conflicting groups' agency promotes mutual pro-social tendencies. *Political Psychology*. doi: 10.1111/pops.12418

SimanTov-Nachlieli, I., Shnabel, N., & Mori-Hoffman, A. (2016). Agents of reconciliation: Agency affirmation promotes constructive tendencies following transgressions in low-commitment relationships. *Personality and Social Psychology Bulletin*. DOI: 10.1177/0146167216678861.

SimanTov-Nachlieli, I., Shnabel, N., & Halabi, S. (2016). The power to be moral: Affirming Israelis' and Palestinians' agency promotes prosocial tendencies across group boundaries. *Journal of Social Issues*, 72, 566–583.

Shnabel, N., Halabi, S., & **SimanTov-Nachlieli, I.** (2015). Group apology under unstable status relations: Perceptions of insincerity hinder reconciliation and forgiveness. *Group Processes and Intergroup Relations*, 18, 716–725.

SimanTov-Nachlieli, I., Shnabel, N., & Halabi, S. (2015). Winning the victim status can open conflicting groups to reconciliation: Evidence from the Israeli-Palestinian conflict. *European Journal of Social Psychology*, 45, 139–145.

SimanTov-Nachlieli, I., & Shnabel, N. (2014). Feeling both victim and perpetrator: Investigating duality within the needs-based model. *Personality and Social Psychology Bulletin*, 40, 301–314.

SimanTov-Nachlieli, I., Shnabel, N., & Nadler, A. (2013). Individuals' and groups' motivation to restore their impaired identity dimensions following conflicts: Evidence and Implications. *Social Psychology*, 44, 129–137.

Papers in progress:

SimanTov-Nachlieli, I., Heller, D., & Moran, S. "*We are all one family*": The role of the family metaphor in promoting team members' individual helping behaviors. Under Review (JAP)

SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. *The advantage of having an honest reputation: The role of the "Big Two" agency and communion dimensions in negotiations*. Ready for submission (JPSP)

Hassler, T., Shnabel, N., Ullrich, J., Arditti-Vogel, I., & **SimanTov-Nachlieli, I.** *System justification moderates power and morality needs in disadvantaged and advantaged Groups*. Under review.

Shnabel, N., **SimanTov-Nachlieli, I.**, & Halabi, S. *Competitive victimhood among members of disadvantaged groups is associated with increased collective action tendencies*. In preparation.

Conferences / Seminars Presentations

SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (2017). The advantage of having an honest reputation: The role of the "Big Two" agency and communion dimensions in negotiations. *AOM Annual meeting, Atlanta*.

SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (2017). How reputations affect negotiation judgments and decisions: The role of the "Big Two" agency and communion dimensions in negotiations. *Spudm Annual meeting*.

- SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L.** (forthcoming). How reputations affect negotiation judgments and decisions: The role of the "Big Two" agency and communion dimensions in negotiations. *IAREP Annual meeting*.
- SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L.** (2017). The advantage of having an honest reputation: The role of the "Big Two" agency and communion dimensions in negotiations. *IACM Annual meeting, Berlin*.
- SimanTov-Nachlieli, I.** (2017). Effects of the "Big Two" agency and communion dimensions on people's judgments and decisions in various conflictual contexts. *IDC, Herzlia, Israel*.
- SimanTov-Nachlieli, I.** (2017). Effects of the "Big Two" agency and communion dimensions on people's judgments and decisions in various conflictual contexts. *Ariel University*.
- SimanTov-Nachlieli, I.** (2017). Effects of the "Big Two" agency and communion dimensions on judgement and decision making. *The Business Management Colloquium, Ono Academic College, Kiryat Ono, Israel*.
- SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L.** (2017). The Moral Negotiator's Advantage: The Role of the "Big Two" Agency and Communion Dimensions in Negotiations. *DMEP annual meeting in collaboration with the Federmann Center for the Study of Rationality, Ben-Gurion University, Beer Sheva, Israel*.
- SimanTov-Nachlieli, I., & Shnabel, N.** (2016). Qualtrics Workshop. *DMEP seminar, Ben-Gurion University, Beer Sheva, Israel*.
- SimanTov-Nachlieli, I.** (2016). Pro-Social Agents: Affirming Conflicting Groups' Agency Promotes ProSociality towards the Outgroup. *IACM Conference, New-York*.
- SimanTov-Nachlieli, I., Heller, D., & Moran, S.** (2016). "We are All One Family": The Role of the Family Metaphor in Team Relationship Conflict. *IACM Conference, New-York*.
- SimanTov-Nachlieli, I., Shnabel, N., & Mori-Hoffman, A.** (2016). Agents of Reconciliation: Agency-Affirmation Promotes Constructive Tendencies in Low-Commitment Relationships. *DMEP annual meeting in collaboration with the Federmann Center for the Study of Rationality, The Hebrew University of Jerusalem, Israel*.
- SimanTov-Nachlieli, I., & Shnabel, N.** (2016). Agents of Morality: Affirming Conflicting Groups' Agency Promotes Pro-sociality towards the conflicting outgroup. *DMEP seminar, Ben-Gurion University, Beer Sheva, Israel*.
- SimanTov-Nachlieli, I., & Shnabel, N.** (2015). Victimhood overrides perpetration: Investigating conflicts characterized by mutual transgressions. *The Social Psychology Colloquium, Bar-Ilan University, Ramat Gan, Israel*.
- SimanTov-Nachlieli, I., & Shnabel, N.** (2015). The power to be moral: Affirming conflicting parties' agency promotes prosociality. *Annual Research Conference, The School of Psychological Sciences, Tel-Aviv University, Tel Aviv, Israel*.
- SimanTov-Nachlieli, I., & Shnabel, N., & Halabi, S.** (2015). Winning the victim status: Effects on groups' conciliatory attitudes and perceived efficacy to change the status quo. *The 5th Annual meeting of the young social psychologists, Bar-Ilan University, Ramat Gan, Israel*.

SimanTov-Nachlieli, I., & Shnabel, N. (2015). The power to be moral: Affirming conflicting parties' agency promotes prosociality. *Management Seminar, Ben-Gurion University, Beer Sheva, Israel.*

SimanTov-Nachlieli, I., & Shnabel, N. (2014). Victimhood overrides perpetration: Affirming conflicting groups' agency promotes positive intergroup relations. *EASP Small Group Meeting on Collective Victimhood, Verona, Italy.*

SimanTov-Nachlieli, I., & Shnabel, N. (2014). Feeling both victim and perpetrator: Investigating duality within the needs-based model. *The Psychology of Intergroup Conflict and Reconciliation lab (PICR), IDC, Herzlia, Israel.*

SimanTov-Nachlieli, I., & Shnabel, N. (2014). Feeling both victim and perpetrator: Investigating duality within the needs-based model. *The Social Psychology Colloquium, Tel-Aviv University, Tel Aviv, Israel.*

SimanTov-Nachlieli, I., & Shnabel, N. (2013). Affirmation of groups' agency promotes prosocial tendencies: Applying the needs-based model to the Israeli-Palestinian conflict. *Annual Scientific Meeting of the International Society of Political Psychology, IDC, Herzlia, Israel.*

SimanTov-Nachlieli, I., Shnabel, N., & Nadler, A. (2012). When the need to maintain power competes with the need for positive moral image. *Doctoral Students Conference in Social Psychology, The Hebrew University of Jerusalem, Jerusalem, Israel.*

SimanTov-Nachlieli, I., & Shnabel, N., & Nadler, A. (2011). When the need to maintain power competes with the need for positive moral image: Applying the needs-based model to the Israeli-Palestinian conflict. *Harvard-IDC Symposium in Political Psychology and Decision Making, IDC, Herzlia, Israel.*

Poster Presentations

SimanTov-Nachlieli, I., & Shnabel, N. (2013). Affirmation of groups' agency regulates antisocial and promotes prosocial tendencies: The Israeli-Palestinian case. *Neuroscience Views of Affect and Regulation Conference, Tel-Aviv University, Tel Aviv, Israel.*

SimanTov-Nachlieli, I., & Shnabel, N. (2013). The Power to Be Moral: Affirming Conflicting Groups' Agency Promotes Mutual Prosocial Tendencies. *The Annual Conference of the School of Psychological Science, Tel-Aviv University, Tel Aviv, Israel.*

Additional Methodological Training

2013: Multilevel Research (HLM), Tel-Aviv University

2011: Structural Equation Modeling (SEM), Tel-Aviv University

2008: Advanced Data Analysis, VU University of Amsterdam

Skills

Data collection: Qualtrics, Amazon Mechanical Turk (MTurk)

Data analysis: SPSS, R

Programming skills: Eprime, Javascript