

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**

2019 – Present – Senior Lecturer, Ben-Gurion University of the Negev, Guilford Glazer Faculty of Business and Management

2012 – 2018 – 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**

a. *Positions in academic administration*

- 2020 – Present – Organizer of International Finance Seminar Series for the Faculty's Finance Group
- 2019 - Present – Member of faculty recruitment committee.
- 2019 - Present – Mentor of department students on master thesis.
- 2019 - Present – Chair of department library committee.
- 2019 - Present – In charge of faculty collaboration with Migdal insurance company.
- 2013 - Present – Member of department teaching committee.

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) Portfolio Management – graduate level – Ben-Gurion University of the Negev
- (ii) Mutual Funds and Hedge Funds – graduate level – Ben-Gurion University of the Negev.
- (iii) Security Analysis – graduate level – Ben-Gurion University of the Negev

- (iv) Fundamentals of Finance – graduate level – Ben-Gurion University of the Negev
- (v) Research Seminar on Logistics and Supply Chain – undergraduate – Bar-Ilan University
- (vi) Fundamentals of Finance (with Peter de Goeij, Jenke ter Horst, Paul Sengmueller) – undergraduate level – Tilburg University
- (vii) Fundamentals of Finance (with Yuval Niv) – undergraduate level – Achva Academic College
Security Analysis (with Shmuel Hauser) – graduate level – Ben-Gurion University of the Negev

(b.) Research students

Idan Benyamin. MBA, Ben-Gurion University of the Negev, 2018 – present.

Zhuola Bai, MSc, Concordia University (with Thomas Walker and Mieszko Mazur), 2019 – present.

• **Ad-hoc reviewer**

Journal of Banking and Finance

Journal of Empirical Finance

Economics Letters

Journal of Forecasting

Finance Research Letters

Journal of Asset Management

Research in International Business and Finance

Journal of Asian Economics

Corporate Ownership and Control Journal

International Review of Economics and Finance

• **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 impending private sector economic growth in Israel.

• **Scientific Publications**

H-index: ISI=3; GS=5;

Total citations: ISI=13; GS=51;

Total citations excluding self-citations: ISI=9; GS=46;

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. (ABDC: NA; JCR: NA; SJR: NA; IF: NA; Citations: ISI = 0; GS = 9)
2. *ter Horst, J. ^{PI}, and G. Salganik ^{PI} (2014): Style Chasing by Hedge Fund Investors, *Journal of Banking and Finance*, Vol. 39, pp. 29-42. (ABDC: A*; JCR: Q2; JCR IF: 1.299; SJR: Q1; IF: 2.848; Citations: ISI = 3; GS = 12)
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. (ABDC: C; JCR: NA; SJR: Q4; IF: NA; Citations: ISI = 0; GS = 0)
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. (ABDC: B; JCR: NA; SJR: NA; IF: NA; Citations: ISI = 0; GS = 1(from those self-citations = 1))
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. (ABDC: B; JCR: NA; SJR: NA; IF: NA; Citations: ISI = 0; GS = 1)
6. *Salganik-Shoshan, G. ^{PI} (2016): Investment Flows: Retail versus Institutional Mutual Funds, *Journal of Asset Management*, Vol. 17:1, pp. 34-44. (ABDC: B; JCR: NA; SJR: Q3; IF: NA; Citations: ISI = 5 (from those self-citations = 2); GS = 7(from those self-citations = 2))
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. (ABDC: B; JCR: NA; SJR: Q3; IF: NA; Citations: ISI = 0; GS = 0)
8. *Kogan, S. ^S, Ibriyamova, F. ^S, Salganik-Shoshan, G. ^{PI}, and D. Stolin ^{PI} (2017): Using Semantic Fingerprinting in Finance, *Applied Economics*, Vol. 49:28, pp. 2719-2735. (ABDC: A; JCR: Q3; JCR IF: 0.75; SJR: Q2; IF: 0.518; Citations: ISI = 3 (from those self-citations = 1); GS = 5 (from those self-citations = 1))
9. *Mazur, M. ^{PI}, and G. Salganik-Shoshan ^{PI} (2017): Teaming up and Quiet Intervention: The Impact of Institutional Investors on Executive Compensation Policies, *Journal of Financial Markets*, Vol. 35C, 65-83. (ABDC: A*; JCR: Q3; JCR IF: 1.26; SJR: Q1; IF: 2.234; Citations: ISI= 1 (from those self-citations = 1); GS = 3 (from those self-citations = 1))
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. (ABDC: B; JCR: Q3, JCR IF: 1.085; SJR: Q2; IF: 1.087; Citations: ISI = 0; GS = 0)
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. (ABDC: B; JCR: NA; SJR: Q3; IF: 0.62; Citations: ISI = 0; GS = 0)
12. *Pettinicchio, A. K. ^{PI}, Salganik-Shoshan G. ^{PI} and M. Zagonov ^{PI} (2017): Audit Quality, Bank Risks, and Cross-country Regulations, *Economics Bulletin*, Vol. 37:3, pp. 153. (ABDC: C; JCR: NA; SJR: Q3; IF: NA; Citations: ISI = 0; GS = 1)
13. *Salganik-Shoshan G. ^{PI} and M. Zagonov ^{PI} (2018): CEO Pay Slice as a Measure of CEO Dominance, *Research in International Business and Finance*, Vol. 45, pp. 571-576. (ABDC: B; JCR: NA; SJR: Q1; IF: 1.442; Citations: ISI = 1; GS = 3)

14. *Mazur, M. ^{PI}, Salganik-Shoshan, G. ^{PI}, Walker, T. ^{PI}, and J. Wang ^{PI} (2018): Proximity and Litigation: Evidence from Geographic Location of Institutional Investors, *Journal of Financial Markets*, Vol. 40, pp. 60-74. (ABDC: A*; JCR: Q3; JCR IF: 1.26; SJR: Q1; IF: 2.234; Citations: ISI = 0; GS = 1)
15. *Kogan, S. ^S, Ibriyomova, F. ^S, Salganik-Shoshan, G. ^{PI}, and D. Stolin ^{PI} (2019): Predicting stock return correlations with brief company descriptions, *Applied Economics*, Vol. 51:1, pp. 88-102. (ABDC: A; JCR: Q3; JCR IF: 0.75; SJR: Q2; IF: 0.518; Citations: ISI = 0; GS = 0)
16. *Mazur, M. ^{PI}, and G. Salganik-Shoshan ^{PI} (2019): The Effect of Executive Stock Option Delta and Vega on the Spin-off Decision, *The Quarterly Review of Economics and Finance*, Vol. 72, pp. 132 - 144. (ABDC: B; JCR: NA, JCR IF: NA; SJR: Q2; IF: 0.904; Citations: ISI = 0; GS = 0)

- **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.

Mieszko Mazur, Ettore Croci and Galla Salganik-Shoshan, 2018, “Facilitating Takeovers and Takeover Premia: The Case of Coordinated Monitoring”, 35th Annual Conference of the French Finance Association, Paris, France.

Mieszko Mazur, Ettore Croci and Galla Salganik-Shoshan, 2019, “Coordinated Monitoring and Mergers and Acquisitions”, 26th Annual Conference of the Multinational Finance Society, Jerusalem, Israel.

Mieszko Mazur, Ettore Croci and Galla Salganik-Shoshan, 2020, “Coordinated Monitoring and Mergers and Acquisitions”, World Finance Conference 2020, virtual.

- **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**

2019 – Granting Institution: Guilford Glazer Faculty of Business and Management, Ben-Gurion University of the Negev

Subject: Adoption of new technologies and investor communication

Name of Grantee: Galla Salganik-Shoshan (co-author: Maxim Zagonov, Toulouse Business School, France)

Total amount: NIS 8,000

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 Gaviou, 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: 1 year, 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

• **Present Academic Activities**

(a) Research in progress

Mazur, M. ^{PI}, Croci, E. ^{PI}, and G. Salganik-Shoshan ^{PI}, “Coordinated Monitoring and Mergers and Acquisitions” – Working Paper.
Under Review.

Bodnaruk, A. ^{PI}, Kund ^S, A.G., Stolin, D. ^{PI}, G. Salganik-Shoshan ^{PI}, and M. Zagonov ^{PI}, “Lazy decision-making in organizations: The case of banks’ disclosures of the fintech threat” – Working Paper.

Salganik-Shoshan, G. ^{PI}, and M. Zagonov ^{PI}, “The Diffusion of New Technology and Investor Communication: The Case of AI” – Working Paper.

• **Additional Information**

Master Thesis students

2020 – present - Shauli Tvito – MBA, Ben-Gurion University of the Negev.

Master Thesis defense committee

2013 - Shauli Tsfani – MBA, Ben-Gurion University of the Negev, Supervisors: Zvika Afik and Yaron Lahav;

2014 - Arie Levy – MBA, Ben-Gurion University, Supervisors: Hagai Katz and Zvika Afik;

2015 – Itamar Saadan – MBA, Ben-Gurion University of the Negev, Supervisors: Zvika Afik and Mosi Rosenboim;

2016 – Daniel Chernyak – MA, Ben-Gurion University of the Negev, Supervisors: Zvika Afik and Koresh Galil;

2016 – Idan Levin – MA, Ben-Gurion University of the Negev, Supervisors: Zvika Afik and Koresh Galil;

2017 – Hofit Dafna – MBA, Ben-Gurion University of the Negev, Supervisor: Yaron Lahav;

2018 – Michael Goldshmidt – MBA, Ben-Gurion University of the Negev, Supervisor: Yaron Lahav;

2019 – Tomer Jacobi – MBA, Ben-Gurion University of the Negev, Supervisor: Ilanit Madar Gavious;

2019 – Itai Barkai – MBA, Ben-Gurion University of the Negev, Supervisors: Tomer Shushi and Rami Yosef;

PhD thesis proposal review

2019 – Offir Gozlan – Interim Thesis Proposal for PhD, Supervisors: Michael Malul and Shlomo Y. Tarba;

2019 – Shenhav Malul – Interim Thesis Proposal for PhD, Supervisors: Ilanit Madar Gavious and Rami Yosef;