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## EDUCATION

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2016 Ph.D., Marketing, UC San Diego, Rady School of Management  
2001 M.B.A., Manchester University, Israel  
1999 Industrial Engineering, Tel Aviv University

## ACADEMIC EXPERIENCE

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2022 – Present Senior Lecturer (Assistant Professor), Department of Management, Guilford Glazer Faculty of Business and Management, Ben-Gurion University of the Negev  
2017 – 2022 Lecturer, Department of Management, Guilford Glazer Faculty of Business and Management, Ben-Gurion University of the Negev  
2016 – 2017 Visiting Scholar, Marketing Department, IDC Herzliya

## PEER-REVIEWED PUBLICATIONS

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**Morvinski, C., Lupoli, M., & Amir, O. (2022).** Social Information Decreases Giving in Late-stage Fundraising Campaigns, *PLoS One*.

**Morvinski, C., Saccardo, S., & Amir, O. (2022).** Mis-Nudging Morality, *Management Science*.

**Morvinski, C., & Shani, Y. (2022).** Misaligned Mindsets Between Borrowers and Lenders of Small Interpersonal Loans, *Organizational Behavior and Human Decision Processes*.

**Morvinski, C. (2022).** The effect of unavailable donation opportunities on donation choice, *Marketing Letters*.

Zickfeld, J. H., van de Ven, N., Pich, O., Schubert, T. W., Berkessel, J. B., Pizarro, J. J., ... **Morvinski, C., ... & Vingerhoets, A. (2021).** Tears evoke the intention to offer social support: A systematic investigation of the interpersonal effects of emotional crying across 41 countries. *Journal of Experimental Social Psychology*.

**Morvinski, C., & Amir, O. (2018).** Liking Goes with Liking: An Intuitive Congruence between Preference and Prominence. *Journal of Experimental Psychology: Learning, Memory, and Cognition*.

**Morvinski, C., Amir, O., & Muller, E. (2017).** “Ten Million Readers Can’t Be Wrong!,” or Can They? On the Role of Information About Adoption Stock in New Product Trial, *Marketing Science*.

## WORKING PAPERS

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Shalev, Shoham, **Morvinski**, and Kyung, “How Aggregate Communicator Sentiment Affects Consumer Followership: The Diverging Roles of Likeability versus Credibility”

Amir, **Morvinski**, and Weingarten, “A Reference Value Theory of Sequential Choice”

**Morvinski** and Gordon-hecker, “Identifiable Victim Effect in the Wild”

**Morvinski** and Shani, “Biased Recollections of Small Interpersonal Loan Episodes”

Zigdon, Treister, **Morvinski**, and Singer, “Developing Group Empathy Scale”

Large Multi-Lab Collaboration, “Replication of the Induced Compliance Paradigm of Cognitive Dissonance”

Large Multi-Lab Collaboration, “COVID-19 Precautions and Traditionalism Cross-Cultural Study”

Large Multi-Lab Collaboration, “Cross-Cultural Disgust Perception Project”

Large Multi-Lab Collaboration, “Development and Validation of the Social Thermoregulation, Risk Avoidance, and Eating Questionnaire – 2 (STRAEQ-2)”

### **AWARDS, FUNDING & HONORS**

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2022 – 2026 Israeli Science Foundation (ISF) – Research Grant #1421/22

2019 – 2023 Israeli Science Foundation (ISF) – Research Grant #766/19

2019 Israeli Science Foundation (ISF) – Equipment Grant #1659/19

2014 Marketing Science Institute (MSI) Research Award

2012 – 2015 UC San Diego, Rady Academic Year Fellowship

2012 – 2015 UC San Diego, Dean’s Fellowship for Summer Research

2015 UC San Diego, Association for Consumer Research Student Travel Stipend