

CURRICULUM VITAE**• Personal Details**

Simone Moran  
 Department of Management,  
 Guilford Glazer Faculty of Business & Management,  
 Ben-Gurion University of the Negev  
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**• Education**

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

**• Employment History**

- July 2020-Present: Associate Professor, Department of Management, Guilford Glazer Faculty of Business & Management, Ben-Gurion University
- 2010-2020: 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) Academic Administration

- 2015-current: Head of the Center for Decision Making and Economic Psychology (DMEP), Ben-Gurion University
- 2014-current: Head of Management program, Eilat Campus, Ben-Gurion University
- 2010-current: Academic head of the undergraduate double major in Management and Psychology, Ben-Gurion University
- 2019: Member of Ben-Gurion University committee for improving R&D-researcher interfaces
- 2012-2018: Head of behavioral lab, Faculty of Business & Management, Ben-Gurion University
- 2012-2018: Head of Human Subjects Research committee, Faculty of Business & Management, Ben-Gurion University
- 2014-2018: Member of the Ben-Gurion University Senate
- 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) Professional consulting

- 1994-1996: Involved in consulting projects for the Israeli ministry of labor and social affairs, Israeli postal authority, Israeli defense forces, Tel-Aviv city council, Clalit health services, Israeli electricity co.

(c) Member of editorial board of scientific journal

- 2017-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) Reviewer for Academic Journals, Conferences and Scientific Foundations

Academic Journals:

Organizational Behavior & Human Decision Processes, Journal of Personality & Social Psychology, Journal of Behavioral Decision Making, Judgment and Decision Making, Cognitive Science, Decision, Negotiation & Conflict Management Research, Journal of Experimental Social Psychology, Journal of Economic Psychology, British Journal of Social Psychology, Behaviour & Information Technology

Conferences:

Academy of Management, International Association for Conflict Management, Society for Judgment & Decision Making, Association for Consumer Research, Israel OB Conference

Scientific Foundations:

ISF (Israel Science Foundation), BSF (US-Israel Binational Science Foundation), GIF (German-Israel Foundation)

(e) Membership in professional/scientific societies

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

(f) Member of International Conference Organizing Committees

- IOBC (Israel International OB Conferences), January 2020, 2018, 2016
- International conferences jointly organized by BGU's Decision Making and Economic Psychology (DMEP) center and HU's Center for the Study of Rationality:
  - 1) January 2020: "Judgment and decision making in social settings: From dyads to large crowds"
  - 2) June 2019: "Social Status, Inequality and Decision-Making"
  - 3) December 2018: "Risk and Uncertainty in the 21st Century"
  - 4) June 2018: "Ethics, Law and Decision Making"
  - 5) December 2017: "Judgment & Decision Making: Real World Implications"
  - 6) January 2017: "Having Others in Mind: Determinants & Evaluations of Social Decisions"
  - 7) January 2016: "Conflict Between and Within Individuals"
  - 8) January 2015: "Competition and Prosocial Behavior in the Lab and in the Field"

• **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

- 1) 2002-2004: Efrat Tamir, M.A.
- 2) 2004-2006: Liat Sattler, M.A. (jointly supervised with Yoella Bereby-Meyer)
- 3) 2005-2007: Giora Natkin, M.A. (jointly supervised with Yoella Bereby-Meyer)
- 4) 2008-2010: Anna Dorfman, (jointly supervised with Yoella Bereby-Meyer)

- 5) 2008-2010: Michal Miller, M.A.
- 6) 2008-2010: Adit Hannell, M.A. (jointly supervised with Yoella Bereby-Meyer)
- 7) 2009-2011: Michal Meyuhas, M.A.
- 8) 2010-2013: Hila Modiano, Ph.D. (jointly supervised with Yoella Bereby-Meyer)
- 9) 2011-2013: Amos Schurr, Post Doc
- 10) 2011-2013: Dafna Becker, M.A. (jointly supervised with Hila Riemer)
- 11) 2012-2014: Tamar Icekson, Post doc
- 12) 2012-2014: Nir Milstein, M.A. (jointly supervised with Hagit Cohen)
- 13) 2013-2015: Liad Bareket-Bojmel, Post Doc
- 14) 2013-2015: Mordechai Hurwitz, M.A. (jointly supervised with Uriel Haran)
- 15) 2014-2016: Margarita Leib, M.A. (jointly supervised with Shaul Shalvi)
- 16) 2014-2018: Ronit Montal, Ph.D.
- 17) 2016-2018: Ilanit Siman Tov- Nachlieli, Post Doc
- 18) 2018: Ronit Montal, Post Doc
- 19) 2016-2018: Maya Peri, M.A.
- 20) 2016-2018: Liron Har-Vardi, M.A.
- 21) 2016-2017: Rebeka Zogovsky, M.A. (jointly supervised with Marieke Roskes)
- 22) 2016-2018: Clil Uliel, M.A. (jointly supervise with Amos Schurr)
- 23) 2017-2019: Shaked Shuster, M.A.
- 24) 2017-2019: Bar Dagan, M.A.
- 25) 2014-2019: Hadar Shany, Ph.D.
- 26) Current: Adiel Moyal, Post Doc (jointly supervised with Amos Schurr)
- 27) Current: Kelly Raz, Post Doc (jointly supervised with Amos Schurr)
- 28) Current: Shaked Shuster, Ph.D. (jointly supervised with Tal Eyal)
- 29) Current: Ishai Bacari, M.A.

• **Awards, Honors, Fellowships**

- 2020: Ben-Gurion University, Prize for Innovative Teaching
- 2018: Ben-Gurion University, Outstanding Teaching Award
- 2017: Ben-Gurion University, Outstanding Teaching Award
- 2016: IAREP/SABE/ELSEVIER conference on Behavioral insights in research and policy making, Wageningen, Netherlands. Best student paper award at for: Leib, M., Moran, S., & Shalvi, S. Corrupt reciprocity.
- 2012: Department of Management, Ben-Gurion University, Outstanding Teaching Award
- 2007: Dutch Association of Work & Organizational Psychology Annual Meeting. Best paper award, for: 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**

H Index: 9 (ISI), 12 (GS)

Total number of citations: 222 in ISI, 243 in Scopus, 819 in GS

(a) Book chapters

1. 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
2. Montal, R. and Moran, S (Accepted). Envy: A prevalent emotion in competitive settings. Accepted for publication in A. Tor, S.M. Garcia, & A. Elliott (Eds), *Oxford Handbook on the Psychology of Competition*, Oxford University Press

(b) Refereed articles

1. 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.
2. Moran, S. & Ritov, I. (2002). Initial perceptions in negotiations: evaluation and response to “logrolling” offers. *Journal of Behavioral Decision Making*, 15(2), 101-124.
3. 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.
4. 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.
5. 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.
6. 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.
7. Moran, S. and Ritov, I. (2007). Experience in integrative negotiations: What needs to be learned? *Journal of Experimental Social Psychology*, 43(1), 77-90.
8. Moran, S. & Schweitzer, M. (2008). When better is worse: Envy and the use of deception. *Negotiation & Conflict Management Research*, 1(1), 3-29.
9. Moran, S., Bereby-Meyer, Y., & Bazerman, M. (2008). Stretching the effectiveness of analogical training in negotiations: Teaching diverse principles for creating value. *Negotiation & Conflict Management Research*, 1(2), 99-134.
10. 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.
11. 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.

Also received Best Paper Award at Dutch Association of Work & Organizational Psychology Annual Meeting, 2007.

12. Bereby-Meyer, Y., Moran, S., & Sattler, L. (2010). The effects of achievement motivational goals and of reflection debriefing on the transfer of skills in integrative negotiations, *Negotiation & Conflict Management Research*, 3(1), 64-86.
13. 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.
14. Dorfman, A., Bereby-Meyer, Y., & Moran, S. (2013). When feeling skillful impairs coordination in a lottery selection task. *PLoS ONE*, 8(6).
15. Ickson, T., Roskes, M., & Moran, S. (2014). Effects of optimism on creativity under approach and avoidance motivation. *Frontiers in Human Neuroscience*, 8, Article 106.
16. Bareket-Bojmel, L., Moran, S., & Shahar, G. (2016). Strategic self-presentations on face-book: personal motives and audience response to online behavior, *Computers in Human Behavior*, 55, 788-795.
17. Leib, M., Moran, S., & Shalvi, S. (2019). Dishonest helping and harming after (un)fair treatment. *Judgment and Decision Making*, 14(4).

Also Received Best Student Paper Award at IAREP/SABE/ELSEVIER conference on Behavioral insights in research and policy making, Wageningen, Netherlands, 2016.

18. Danziger, S., Garbarino, E., & Moran, S. (2020). Don't call us, we'll call you: Considering cognitive and physical effort in designing effective response systems to manage extended in-process wait, *Psychology and Marketing*, 37(3), 398-407  
Authors contributed equally and are listed alphabetically
19. Siman Tov-Nachlieli, I., Har Vardi, L., & Moran, S. (2020). When negotiators with honest reputations are less (and more) likely to be deceived, *Organizational Behavior and Human Decision Processes*, 157, 68-84  
Short listed for Best Paper Award at the IOBC (Israel Organizational Behavior Conference), 2020.
20. Montal, R. & Moran, S. (Accepted). Envy and help giving in teams. *Journal of Personality and Social Psychology*

#### • Lectures, Presentations and Invited Seminars

##### (a) Invited talks

1. January, 2020: Moderator of Panel discussion: Power, Leadership, and Ethics in Doing and Publishing Research. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv
2. December, 2018: Issue processing (mental accounting) in multi-issue negotiations. Invited talk at *Research colloquium, Leuphana University, Luneburg, Germany*
3. October, 2018: Elicited pre-negotiation emotions toward negotiation issues and negotiation counterparts. Invited talk at *Negotiating Successfully Workshop*, University of Amsterdam, Netherlands
4. June 2018: Elicited pre-negotiation emotions toward negotiation issues and negotiation counterparts, Invited talk at *International Negotiation and Conflict Resolution Conference*, IDC, Herzliya
5. July 2017: Invited Member of Panel - NCMR experts provide mentoring on the nuances of successfully publishing research at *International Association for Conflict Management Annual Meeting*, Berlin, Germany

6. June 2014: Mental accounting in multi-issue negotiations. *Invited talk at Human Intuition and Economic Behavior, DICE@IDC\_UK Workshop*, IDC, Herzliya
7. April 2009: Valence framings in negotiations. Invited talk at *Perspectives on Framing Conference*, Tilburg University, Netherlands

(b) Presentation of papers at conferences/meetings

1. Schurr Amos, Moran, S (January 2020). The morality of swerving in autonomous vs. regular cars. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
2. Montal, R., & Moran, S. (January 2020). Seeking less efficient help from outperforming envied peers. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
3. SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (January 2020). When Negotiators with Honest Reputations are Less (and More) Likely to be Deceived. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
4. Montal, R., & Moran, S. (August 2019). Seeking less efficient help: Exploring decisions to seek help from outperforming envied peers. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Amsterdam (Oral presentation).
5. Schurr Amos, Moran, S. & Uliel, C. (August 2019). The morality of swerving in autonomous vs. regular cars. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Amsterdam (Oral presentation).
6. Haran, U., Mazar, A., Hurwitz, M. & Moran, S. (August, 2019). Functional overconfidence: When (and why) advisors exaggerate stated confidence. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Amsterdam (Oral presentation).
7. Shuster S., Moran, S., & Eyal, T. (August, 2019). The link between aspiring to feel pride versus joy and the type of help we choose to provide. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Amsterdam (Poster).
8. SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (July 2019). When Negotiators with Honest Reputations are Less (and More) Likely to be Deceived. *International Association for Conflict Management Annual Meeting*, Dublin (Oral presentation).
9. Shuster S., Moran, S., & Eyal, T. (June, 2019). The link between aspiring to feel pride versus joy and the type of help we choose to provide. *Joint meeting of the Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University*, Jerusalem, Israel. (Poster).
10. Schurr, A. Moran, S. & Uliel, C. (June 2019). The effect of defaults in autonomous vehicles on moral appraisals. *The 18<sup>th</sup> International Conference on Social Dilemmas*, June 2019, Sedona Arizona U.S.A. (Oral presentation).
11. Schurr, A., Moran, S., & Uliel, C. (November, 2018). Automation alters (In)action expectations and moral appraisals: The case of autonomous vehicles. *Society for Judgment and Decision Making Annual Conference*, New Orleans, (Poster).

12. Haran, U., Mazar, A., Hurwitz, M. & Moran, S. (November, 2018). Functional overconfidence: When (and why) advisors express overconfidence. *Society for Judgment and Decision Making Annual Conference*, New Orleans, (Poster).
13. Montal, R., & Moran, S. (July 2018). Seeking less efficient help: Effects of envy on help seeking in teams. *International Association for Conflict Management Annual Meeting*, Philadelphia (Oral presentation).
14. Schurr, A., Moran, S., & Uliel, C. (August, 2017). Judging the morality, severity, and retribution of swerving self-driving and regular cars. *The 26th Subjective Probability, Utility, and Decision Making Conference (SPUDM)*, Haifa, Israel. (oral presentation).
15. SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (August 2017). The moral negotiator's advantage: The "Big Two" Agency and Communion Dimensions in Negotiations. *The 26th Subjective Probability, Utility, and Decision Making Conference (SPUDM)*, Haifa, Israel. (oral presentation).
16. Montal, R., & Moran, S. (August 2017). Giving teammate a fish or a fishing rod?: Effects of envy and task interdependence on help giving in teams. *Academy of Management Annual Meeting*, Atlanta, GA, USA (Oral presentation)
17. SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (August 2017). The moral negotiator's advantage: The "Big Two" Agency and Communion Dimensions in Negotiations. *Academy of Management Annual Meeting*, Atlanta, GA, USA (Oral presentation)
18. Montal, R., & Moran, S. (July 2017). Keeping outperforming peers needy: Effects of envy on helping in teams. *International Association for Conflict Management Annual Meeting*, Berlin, Germany (Oral presentation)
19. SimanTov-Nachlieli, I., Moran, S., & Har-Vardi, L. (July 2017). The advantage of having an honest reputation: The Role of the "Big Two" Agency and Communion Dimensions in Negotiations. *International Association for Conflict Management Annual Meeting*, Berlin, Germany (Oral presentation)
20. Schurr, A. Moran, S. & Uliel, C. (2017). Judging the morality, severity, and retribution of swerving self-driving and regular cars *Empirical Legal Studies workshop in honor of Prof. Christoff Engel*, Jerusalem, Israel.
21. Leib, M. Moran, S., & Shalvi, S. (2016). Corrupt reciprocity. *IAREP/SABE/ELSEVIER conference on behavioral insights in research and policy making*, Wageningen, Netherlands (oral presentation, received "Best Student Paper Award").
22. Schurr, A., Moran, S. & Uliel, C. (2016). Judging the morality, severity, and retribution of swerving self-driving and regular cars. *Joint meeting of Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University*, Jerusalem, Israel.
23. Schurr, A., Uliel, C., Moran, S. (2016). Judging the Morality of Swerving in Autonomous Cars, *Society for Judgment and Decision Making Annual Conference*, Boston, MA. (poster).
24. Montal, R., & Moran, S., (2016). How envy and task interdependence impact team members' helping decisions? *The 17th conference of the Center for the Study of Organizations & Human Resource Management (COHRM)*, Haifa, Israel. (oral presentation).



25. Moran, S. & Ritov, I. (2016). When emotionality diverges from prescribed priorities: The case of representative negotiators. *The Third Israel Organizational Behavior Conference (IOBC)*, Tel Aviv, Israel. (oral presentation).
26. 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).
27. Montal, R., & Moran, S., (2016). Envy and Helping Behaviors in Teams: The Moderating Role of Team Interdependence. *Joint meeting of Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University, Beer-Sheva, Israel.* (Poster).
28. Schurr, A., Dekel, O., Leib, M., Pitarello, A., Shalvi, S., & Moran, S. (2015). Eyes on the Price: The role of professionalism and accountability, *Society for Judgment and Decision Making Annual Meeting*, Chicago, IL. (poster).
29. 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).
30. Montal, R. & Moran, S., (2015). Envy and Helping Behaviors in Teams: The Moderating Role of Team Interdependence. *Joint meeting of Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University, Beer-Sheva, Israel.* (oral presentation).
31. 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)
32. 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).
33. 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).
34. Schurr, A., Dekel, O., & Moran, S. (2014). Can Expertise and Accountability Attenuate Judgmental Biases in Law? *Behavioral Decision Research in Management*, London (oral presentation)
35. Moran, S., Shalvi, S. & Ritov, I. (2014). Who Goes First? The Impact of Structurally Determining the Negotiation Initiator. *European Association for Social Psychology Annual Meeting*, Amsterdam, Netherlands (oral presentation).
36. 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)
37. Shany, H. & Moran, S. (2014). Social closeness and gratitude in negotiation. *European conference on positive psychology, Amsterdam, Netherlands* (poster)
38. Moran, S. & Ritov, I. (2014). Issue specific emotionality: Beyond effects of value. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).

39. Leib, M, Shalvi, S. & Moran, S. (2014). Corrupt upstream reciprocity. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).
40. Shany, H. & Moran, S. (2014). Social closeness and gratitude in negotiation. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation)
41. 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)
42. Moran, S. & Ritov, I. (2013). Issue specific emotionality: Beyond effects of utility. *Society for Judgment and Decision Making Annual Conference*, Toronto (oral presentation).
43. 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)
44. 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).
45. 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).
46. 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)
47. 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).
48. 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).
49. 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).
50. 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).
51. 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)

52. 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)
53. 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)
54. 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).
55. 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).
56. 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).
57. 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)
58. 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).
59. Moran, S., Schweitzer, M. & Miller, M. (2009). How competence curtails cooperation: Envy, warmth and schadenfreude. *Academy of Management Annual Meeting*, Chicago (poster).
60. Moran, S. & Ritov, I. (2009). Valence framing in negotiations. *Conference on Framing*, University of Tilburg (oral presentation).
61. 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")
62. 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).
63. 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).
64. 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).
65. 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)

66. 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).
67. 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)
68. 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).
69. 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).
70. 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).
71. 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).
72. 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)
73. Moran, S., Bereby-Meyer, Y., & Bazerman, M. (2004). Getting more out of analogical analogical training in negotiations: learning underlying principles for creating value, *Academy of Management Annual Meeting*, New Orleans. (oral presentation)
74. 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)
75. 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)
76. 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)
77. 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)
78. 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)
79. 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)

80. 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)
81. 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)
82. 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

- 2018: Marketing Seminar, The Leon Recanati Graduate School of Business Administration, Tel Aviv University
- 2017: Organizational Behavior Seminar, The Leon Recanati Graduate School of Business Administration, Tel Aviv University
- 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” (Simone Moran & Ilana Ritov), 3 years, Annual amount: \$26,300, Total amount: \$79,000
- 2008-2011      United States-Israel Binational Science Foundation (BSF), “Regulating Emotions in Negotiations”, (Simone Moran, 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” (Simone Moran), 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 (Simone Moran), Annual amount: \$37,000, Total amount: \$111,000
2018-2021	Lower Saxony, VolkswagenStiftung, "Mental accounting in allocation negotiations", (Simone Moran, Roman Trotschell & Ilana Ritov), 3 years, Total amount: \$55,300
2020-2024	The Israel Science Foundation (ISF), "Moral Evaluations of decisions and (in)actions in automated settings: Effects of accepting and overriding preset defaults" (Simone Moran & Amos Schurr), 4 years, Annual amount: \$47,500, Total amount: \$190,000

- **Present Academic Activities**

- (a) Submitted for publication

1. Schurr, A. & Moran, S. The presence of automation enhances deontological considerations in moral judgments, Under review: *Journal of Business Ethics*
2. Haran, U., Mazar, A., Hurwitz, M., & Moran, S. Confidence as a decision aid: When (and why) giving advice increases stated confidence, R&R: *Organizational Behavior and Human Decision Processes*

- (b) In preparation

1. Schurr, A., Dekel, O., Leib, M., Shalvi, S., Pitarello, A. & Moran, S. Expertise and accountability as tools for debiasing bid evaluations
2. Moran, S., Ritov, I., & Meyuhas, M. Issue specific emotionality in multiple issue negotiations
3. Shuster, S., Eyal, S., Ayal, S., & Moran, S. Proud to be guilty: Emotions underlying egoistic and altruistic dishonesty
4. Moran, S., Milstein, N., & Cohen, H. Exercise and recreational risk: Physiological and psychological processes.
5. Montal, R. & Moran, S. Envy and help seeking in teams
6. Shany, H., Kogut, T., & Moran, S. Gratitude and deception in negotiation
7. Bareket-Bojmel, L. & Moran, S. Motivating consequences of face-book envy