

CURRICULUM VITAE**• Personal Details**

Simone Moran
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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

Present (since July 2020): 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

2021-current	Member of steering committee, Center for Decision Making and Economic Psychology (DMEP), Ben-Gurion University
2023-current:	Member of Goldman Sonnenfeldt School of Sustainability and Climate Change Council, Ben-Gurion University
2015-2021:	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
2012-2023:	Head and Member of numerous professional promotion committees of faculty at Ben-Gurion University.
2015, 2018, 2021:	Member of Dean search committees – Faculty of Business & Management, Ben-Gurion University
2012-2018:	Head of the 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 the 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.
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(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 FoundationsAcademic 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, Collabra Psychology

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)

Also served as a member and as the Head of numerous committees at these foundations.

(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) 2023, 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) May 2023: "Emotional, Cognitive and Normative Determinants of Decisions"

2) January 2020: "Judgment and decision making in social settings: From dyads to large crowds"

3) 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"

- Member of Best Paper Award committee – International Association for Conflict Management (IACM) 2014

• **Educational activities**

(a) Courses taught

Judgment and Decision Making: BA/MBA, 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) – Currently a faculty member at Bar Ilan University
- 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 – Currently a faculty at the Department of Business Administration, BGU
- 10) 2011-2013: Dafna Becker, M.A. (jointly supervised with Hila Riemer)
- 11) 2012-2014: Tamar Icekson, Post doc – Currently a faculty at the Peres College
- 12) 2012-2014: Nir Milstein, M.A. (jointly supervised with Hagit Cohen) – Currently a faculty at Bar-Ilan University
- 13) 2013-2015: Liad Bareket-Bojmel, Post Doc – Currently a faculty at Peres College
- 14) 2013-2015: Mordechai Hurwitz, M.A. (jointly supervised with Uriel Haran)
- 15) 2014-2016: Margarita Leib, M.A. (jointly supervised with Shaul Shalvi) – Currently a faculty at Tilburg University
- 16) 2014-2018: Ronit Montal, Ph.D.
- 17) 2016-2018: Ilanit Siman Tov- Nachlieli, Post Doc – Currently a faculty at Tel Aviv University
- 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) 2020: Adiel Moyal, Post Doc (jointly supervised with Amos Schurr)
- 27) 2020: Kelly Raz, Post Doc (jointly supervised with Amos Schurr)
- 28) Current: Shaked Shuster, Ph.D. (jointly supervised with Tal Eyal)

- 29) Current: Bar Shlomo, Ph.D. (jointly supervised with Amos Schurr)
- 30) Current: Shira Garber-Lachish, Ph.D. (jointly supervised with Yoella Bereby-Meyer) –
Winner of the 3-minute thesis presentation award at IACM 2023.
Selected to win the 2023 NTR-IACM Early Career Scholarship & the AC4 award

(c) Doctoral committees:

- Hebrew University: *Michal Lerer*
- Tel Aviv University: *Chen Zisman, Inbal Stockheim, Zafrir Bloch*
- Ben Gurion University: *Aliza Volensky, Efrat Salton-Meyer, Enav Friedman, Eyal Eilat Gal Gutman, Galit Avidan, Gil Peleg, Hagai Rabinovitch, Hagit Sabato, Inbal Harel, Rutie Keinan, Merav Meltsman, Rinat Avraham, Tom Gordon, Yael Zohar, Ido Zigdon, Ilan Torogovsky,*

• **Awards, Honors**

- 2022: Guilford Glazer Faculty of Management, Outstanding Researcher Award
- 2021: OBHDP Journal, Winner of the 2021 “Best Reviewer Award”
- 2021: Guilford Glazer Faculty of Management, Outstanding Researcher Award
- 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: 10 (WOS), 13 (GS)

Total number of citations: 334 (325 without self) in WOS, 374 in Scopus, 1140 in GS

Principal Investigator=PI, Student=s, Post-Doctoral Fellow=PD, Co-researcher=C,

(*) published since last promotion

(a) Book chapters

1. **Moran, S.^{PI}** and Ritov, I.^{PI} (2010). Valence framing in Negotiations, in G. Keren (Ed.), *Perspectives on Framing: The Society for Judgment and Decision-Making Series*. London: Psychology Press (Citations: 6 in GS)
2. * **Moran, S.^{PI}** and Montal, R. ^S (2021). 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.
DOI: 10.1093/oxfordhb/9780190060800.013.11

(b) Refereed articles

1. **Moran, S.^{PI}** & Leiser, D.^{PI} (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. (WoS IF: 1.8, Q2, 11/22; SJR: Q2; Citations: 5 in WoS, 5 in GS)
2. **Moran, S.^{PI}** & Ritov, I. ^{PI} (2002). Initial perceptions in negotiations: evaluation and response to “logrolling” offers. *Journal of Behavioral Decision Making*, 15(2), 101-124. (WoS IF= 2.6, Q1, 14/61; SJR: Q1; Citations: 40 in WoS, 91 in GS)
3. Idson, L., Chugh, D.^{PI}, Bereby-Meyer, Y.^{PI}, **Moran, S.^{PI}**, Grosskopf, B.^{PI}, & Bazerman, M.^C (2004). Overcoming focusing failures in competitive environments. *Journal of Behavioral Decision Making*, 17(3), 159-172. (WoS IF= 2.6, Q1, 14/61; SJR: Q1; Citations: 40 in WoS, 90 in GS)
4. Bereby-Meyer, Y. ^{PI}, **Moran, S.^{PI}**, & Unger-Aviram, E. ^S (2004). When performance goals deter performance: Transfer of skills in integrative negotiations. *Organizational Behavior and Human Decision Processes*, 93, 142-154. (WoS IF: 2.8, Q1, 7/50; SJR: Q1; Citations: 41 in WoS, 94 in GS)
5. Danziger, S.^{PI}, **Moran, S.^{PI}** & Rafaely, V.^{PD} (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. (WoS IF: 1.7, Q1, 11/54, SJR Q1; Citations: 18 in WoS, 44 in GS)
6. **Moran, S.^{PI}** & Meyer, J.^{PI} (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. (WoS IF: 8.05, Q1, 35/154; SJR: Q1; Citations: 11 in WoS, 26 in GS)
7. **Moran, S.^{PI}** and Ritov, I. ^{PI} (2007). Experience in integrative negotiations: What needs to be learned? *Journal of Experimental Social Psychology*, 43(1), 77-90. (WoS IF: 2.5, Q1, 8/47; SJR: Q1; Citations: 21 in WoS, 80 in GS)
8. **Moran, S.^{PI}** & Schweitzer, M.^{PI} (2008). When better is worse: Envy and the use of deception. *Negotiation & Conflict Management Research*, 1(1), 3-29. (WoS IF: 1.4, Q3, 291/391; SJR: Q1; Citations: 209 in GS)
9. **Moran, S.^{PI}**, Bereby-Meyer, Y.^{PI}, & Bazerman, M.^C (2008). Stretching the effectiveness of analogical training in negotiations: Teaching diverse principles for creating value. *Negotiation & Conflict Management Research*, 1(2), 99-134. (WoS IF: 1.4, Q3, 291/391; SJR: Q1; Citations: 50 in GS)

10. Ritov, I^{PI} and **Moran, S.**^{PI} (2008). Missed opportunity for creating value in negotiations: reluctance to making integrative gambit offers. *Journal of Behavioral Decision Making*, 21(4), 337-351. (WoS IF= 2.6, Q1, 14/61; SJR: Q1; Citations: 12 in WoS, 27 in GS)
11. Shalvi, S^S, **Moran, S.**^{PI}, & Ritov, I.^{PI} (2010). Overcoming Initial Anchors: The Effect of Negotiators' Dispositional Control Beliefs. *Negotiation & Conflict Management Research*, 3(3), 232-248. (WoS IF: 1.4, Q3, 291/391; SJR: Q1; Citations: 28 in GS)
Also received Best Paper Award at Dutch Association of Work & Organizational Psychology Annual Meeting, 2007.
12. Bereby-Meyer, Y.^{PI}, **Moran, S.**^{PI}, & Sattler, L.^S (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. (WoS IF: 1.4, Q3, 291/391; SJR: Q1; Citations: 6 in GS)
13. Bereby-Meyer, Y.^{PI}, **Moran, S.**^{PI}, Grosskopf, B.^C, Chen Idson, L.^C, & Chugh, D.^S (2013). Choosing between lotteries: Remarkable coordination without communication. *Journal of Behavioral Decision Making*, 26(4), 338-347. (WoS IF= 2.1, Q1, 17/75; SJR: Q1; Citations: 2 in WoS, 4 in GS)
14. Dorfman, A.^S, Bereby-Meyer, Y.^{PI} & **Moran, S.**^{PI} (2013). When feeling skillful impairs coordination in a lottery selection task. *PLoS ONE*, 8(6). (WoS IF: 3.5, Q1, 28/134; SJR: Q1; Citations: 3 in WoS, 4 in GS)
15. Icekson, T.^{PD}. Roskes, M.^{PI} & **Moran, S.**^{PI} (2014). Effects of optimism on creativity under approach and avoidance motivation. *Frontiers in Human Neuroscience*, 8, Article 106. (WoS IF=3.6, Q1, 13/76; SJR: Q1; Citations: 16 in WoS, 43 in GS).
16. Bareket-Bojmel, L.^{PD}, **Moran, S.**^{PI}, & Shahar, G.^C (2016). Strategic self-presentations on face-book: personal motives and audience response to online behavior, *Computers in Human Behavior*, 55, 788-795 (WoS: IF=8.96, Q1, 3/90; SJR: Q1; Citations: 96 in WoS, 216 in GS)
17. Leib, M.^S, **Moran, S.**^{PI}, & Shalvi, S.^{PI} (2019). Dishonest helping and harming after (un)fair treatment. *Judgment and Decision Making*, 14(4) (WoS: IF=2.3, Q2, 36/137; SJR: Q1; Citations: 3 in WoS, 4 in GS)
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.^{PI}, Garbarino, E.^{PI}, & **Moran, S.**^{PI} (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 (WoS: IF=1.8, Q1 173/781 Psychology; SJR: Q1, Citations: 3 in WoS, 3 in GS)
Authors contributed equally and are listed alphabetically
19. Siman Tov-Nachlieli, I.^{PD}, Har Vardi, L.^S, & **Moran, S.**^{PI} (2020). When negotiators with honest reputations are less (and more) likely to be deceived, *Organizational Behavior and Human Decision Processes*, 157, 68-84 (WoS: IF=2.9, Q1 20/82, Psychology Applied; SJR: Q1; Citations: 8 in WoS, 6 in GS)
Short listed for Best Paper Award at the IOBC (Israel Organizational Behavior Conference), 2020.
20. * Montal, R.^S & **Moran, S.**^{PI}(2022). Envy and help giving in teams. *Journal of Personality and Social Psychology*, 122(2), 222-243.
<https://dx.doi.org/10.1037/pspi0000340> (WoS: IF=5.9, Q1 4/63, SJR: Q1; Citations: 11 in WOS, 9 in GS)

21. * Haran, U^{PI}., Mazar, A.^S, Hurwitz, M. ^S, & **Moran, S**^{PI}. (2022). Confidently at your service: Advisors alter their stated confidence to be helpful. *Organizational Behavior and Human Decision Processes*, 171, 104-154. (WoS: IF=5.6, Q1 17/83, Psychology Applied, SJR: Q1)
22. * SimanTov-Nachlieli, I. ^{PI}, & **Moran, S**. ^{PI} (2022). The Primacy of Honest Reputations. *Current Opinion in Psychology*, 46. (WoS: IF=6.8, Q1 16/147, Psychology, Multidisciplinary, SJR: Q1)
23. * Pick, C. M., Ko, A., Kenrick, D. T., Wiesel, A., Wormley, A. S.,..., **Moran, S**. et al. (2022). Fundamental social motives measured across forty-two cultures in two waves. *Scientific Data*, 9, 499. <https://doi.org/10.1038/s41597-022-01579-w> (WoS: IF=8.5, Q1 13/134, Multidisciplinary Sciences; SJR: Q1; Citations: 3 in WOS, 3 in GS)
24. * Pick, C. M., Ko, A., Wormley, A. S., Wiesel, A., Kenrick, D.T..., **Moran, S**., et al. (2022). Family still matters: Human social motivation across 42 countries during a global pandemic. *Evolution and Human Behavior*, <https://doi.org/10.1016/j.evolhumbehav.2022.09.003> (WoS: IF=5.3, Q1 4/53, Behavioral Sciences, SJR: Q1; Citations: 2 in WOS, 3 in GS)
25. * Schurr, A^{PI}. & **Moran, S**^{PI} (2023). The presence of automation enhances deontological considerations in moral judgments, *Computers in Human Behavior* <https://doi.org/10.1016/j.chb.2022.107590> (WoS: IF=8.96, Q1, 3/90; SJR: Q1; Citations: 1 in GS)

- **Present Academic Activities**

- (a) Submitted for publication

Shuster S^S., **Moran, S**^{PI}., Ayal, S^{PI}. & Eyal, T^{PI}. Proud to be Dishonest: Emotional Consequences of Altruistic vs. Egoistic Dishonesty.

- (b) In preparation

1. Garber, S^S., **Moran, S**^{PI}. Keysar, B^{PI}. & Bereby-Meyer, Y^{PI}. Negotiators lie less than expected.
2. Shlomo, B^S., Schurr, A^{PI}., & **Moran, S**^{PI}. When and why implementing bad AI algorithms feels worse than self-initiating them
3. Montal, R^S. & **Moran, S**^{PI}. Envy and help seeking in teams
4. Shuster S^S., **Moran, S**^{PI}., Ayal, S^{PI}. & Eyal, T^{PI}. When actively lying is commended
5. Zhang, H^{PD}., **Moran, S**^{PI}., Ritov, I^{PI}, Majer, J,^{MPD}., van Treek, M^S., Levy, N^S., & Trotschel, R^{PI}. Allocation Preferences in Resource-Allocation Negotiations over Benefits and Burdens
6. Schurr, A^{PI}., Leib, M^{PD}., Pitarello, A^{PD}., Dekel, O^C., Shalvi, S^C., & **Moran, S**^{PI}. Expertise and accountability as tools for debiasing bid evaluations
7. Moyal. A^{PD}., Schurr, A^{PI}., & Ritov, I^{PI}., & **Moran. S**^{PI}. Negotiating all versus part of the seller's endowment

• **Lectures, Presentations and Invited Seminars**

(a) Invited talks

1. January, 2023: Invited member of panel discussion - How dead-end work derails women's careers and ways to fix the problem. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv
2. July 2021: Negotiating all or part of the seller's endowment. The 5th Collier Conference on Behavioral Economics, Tel-Aviv University
3. January, 2020: Moderator of panel discussion - Power, Leadership, and Ethics in Doing and Publishing Research. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv
4. December, 2018: Issue processing (mental accounting) in multi-issue negotiations. Invited talk at *Research colloquium, Leuphana University, Luneburg, Germany*
5. October, 2018: Elicited pre-negotiation emotions toward negotiation issues and negotiation counterparts. Invited talk at *Negotiating Successfully Workshop*, University of Amsterdam, Netherlands
6. June 2018: Elicited pre-negotiation emotions toward negotiation issues and negotiation counterparts, Invited talk at *International Negotiation and Conflict Resolution Conference*, IDC, Herzliya
7. 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
8. June 2014: Mental accounting in multi-issue negotiations. *Invited talk at Human Intuition and Economic Behavior, DICE@IDC_UK Workshop*, IDC, Herzliya
9. April 2009: Valence framings in negotiations. Invited talk at *Perspectives on Framing Conference*, Tilburg University, Netherlands

(b) Presentation of papers at conferences/meetings

1. Shlomo, B. Schurr, A. & **Moran, S.** (August 2023). When and why implementing bad AI algorithms feels worse than self-initiating them. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Vienna (Oral presentation)
2. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y (August 2023). Negotiators lie less than expected. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Vienna (Oral presentation)
3. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y (July 2023). Negotiators lie less than expected. *International Association for Conflict Management Annual Conference, Thessaloniki* (Oral presentation)

*Selected as finalist of 3-Minute Doctoral Student Presentation Competition

4. Shlomo, B. Schurr, A. & **Moran, S.** (May 2023). When and why implementing bad AI algorithms feels worse than self-initiating them. *Joint meeting of the Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University, Beer-Sheva, Israel.* (Oral presentation)
5. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y (May 2023). Negotiators lie less than expected. *Joint meeting of the Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University, Beer-Sheva, Israel.* (Oral presentation)
6. Shuster S., **Moran, S.**, Ayal, S. & Eyal, T. (May, 2023). Proud to be Dishonest: Emotional Consequences of Altruistic vs. Egoistic Dishonesty. *Joint meeting of the*

Center for the study of Rationality, Hebrew University & DMEP, Ben Gurion University, Beer-Sheva, Israel. (Poster)

7. Shlomo, B. Schurr, A. & **Moran, S.** (January 2023). When and why implementing bad AI algorithms feels worse than self-initiating them. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
8. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y. (January 2023). Trust Me, I'm (not) Lying: People underestimate others' honesty in negotiation settings. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
9. Schurr Amos, **Moran, S** (January 2023). Moral appraisals and punitive decisions of regular vs. autonomous car drivers. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
10. Shlomo, B. Schurr, A. & **Moran, S.** (November 2022). When and why implementing bad AI algorithms feels worse than self-initiating them. *Society for Judgment and Decision Making Annual Conference*, San Diego (Oral presentation).
11. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y. (November 2022). Trust Me, I'm (not) Lying: People underestimate others' honesty in negotiation settings. *Society for Judgment and Decision Making Annual Conference*, San Diego (Poster).
12. Garber, S., **Moran, S.**, Keysar, B. & Bereby-Meyer, Y. (August 2022). Trust Me, I'm (not) Lying: People underestimate others' honesty in negotiation settings. *European Social Cognition Network (ESCON) Conference*, Milano (Oral presentation).
 *Short listed for Best Paper Award
13. **Moran, S.**, Haran, U., & Mazar, A. (February, 2022). Confidence as a decision aid: When (and why) giving advice increases stated confidence. *Society for Judgment and Decision Making Annual Conference*, Virtual meeting (Oral presentation).
14. Shuster S., **Moran, S.**, Ayal, S. & Eyal, T. (August, 2021). Proud to be Guilty: Emotional Consequences of Altruistic vs. Egoistic Dishonesty. *Subjective Probability, Utility, and Decision-Making Conference (SPUDM)*, Warwick (Oral presentation)
15. Shuster S., **Moran, S.**, Ayal, S. & Eyal, T. (July, 2021). "Emotional ethical dissonance": The interplay between values, types of dishonest behavior, and emotions. *Academy of Management Annual Conference*, Virtual Meeting (Oral presentation)
16. Shuster S., **Moran, S.**, Ayal, S. & Eyal, T. (July, 2021). Proud to be guilty: Emotional implications of egoistic versus altruistic dishonesty. *International Association for Conflict Management Annual Conference*, Virtual Meeting (Oral presentation).
17. Zhang, H., Levy, N., Majer, J., **Moran, S.**, Ritov, I., van Treek, M., & Trotschell, R. (July, 2021). Mental Accounting in Resource-Allocation Negotiations over Benefits and Burdens. *International Association for Conflict Management Annual Conference*, Virtual Meeting (Oral presentation).
18. Shuster S., **Moran, S.**, Ayal, S. & Eyal, T. (July, 2021). Proud to be guilty. *Society for Judgment and Decision Making Annual Conference*, Virtual meeting (Poster).
19. Schurr Amos, **Moran, S** (January 2020). The morality of swerving in autonomous vs. regular cars. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).

20. Montal, R., & **Moran, S.** (January 2020). Seeking less efficient help from outperforming envied peers. *Israel Organizational Behavior Conference (IOBC)*, Tel-Aviv (Oral presentation).
21. 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).
22. 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).
23. 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).
24. 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).
25. 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).
26. 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).
27. 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).
28. Schurr, A. **Moran, S.** & Uliel, C. (June 2019). The effect of defaults in autonomous vehicles on moral appraisals. *The 18th International Conference on Social Dilemmas*, June 2019, Sedona Arizona U.S.A. (Oral presentation).
29. 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).
30. 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).
31. 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).
32. 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).
33. 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).
34. 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)
 35. 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)
 36. 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)
 37. 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)
 38. 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.
 39. 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").
 40. 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.
 41. 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).
 42. 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).
 43. **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).
 44. 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).
 45. 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).

46. 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).
47. Montal, R., & **Moran, S.**, (2015). How envy and task interdependence impact team members' helping decisions? *The 25th Subjective Probability, Utility, and Decision Making Conference (SPUDM)*, Budapest, Hungary. (oral presentation).
48. 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).
49. 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)
50. 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).
51. 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).
52. Schurr, A., Dekel, O. & **Moran, S.** (2014). Can Expertise and Accountability Attenuate Judgmental Biases in Law? *Behavioral Decision Research in Management*, London (oral presentation)
53. **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).
54. 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)
55. Shany, H. & **Moran, S.** (2014). Social closeness and gratitude in negotiation. *European conference on positive psychology, Amsterdam, Netherlands* (poster)
56. **Moran, S.** & Ritov, I. (2014). Issue specific emotionality: Beyond effects of value. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).
57. Leib, M, Shalvi, S. & **Moran, S.** (2014). Corrupt upstream reciprocity. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation).
58. Shany, H. & **Moran, S.** (2014). Social closeness and gratitude in negotiation. *International Association for Conflict Management Annual Meeting*, Leiden, Netherlands (oral presentation)
59. 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)

60. **Moran, S.** & Ritov, I. (2013). Issue specific emotionality: Beyond effects of utility. *Society for Judgment and Decision Making Annual Conference*, Toronto (oral presentation).
61. 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)
62. **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).
63. 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).
64. 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)
65. **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).
66. 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).
67. 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).
68. **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).
69. **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)
70. 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)
71. **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)
72. 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).

73. 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).
74. 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).
75. 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)
76. 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).
77. **Moran, S.**, Schweitzer, M. & Miller, M. (2009). How competence curtails cooperation: Envy, warmth and schadenfreude. *Academy of Management Annual Meeting*, Chicago (poster).
78. **Moran, S.** & Ritov, I. (2009). Valence framing in negotiations. *Conference on Framing*, University of Tilburg (oral presentation).
79. 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")
80. **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).
81. **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).
82. 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).
83. 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)
84. **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).
85. 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)
86. **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).

87. 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).
88. 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).
89. 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).
90. **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)
91. **Moran, S.**, Bereby-Meyer, Y., & Bazerman, M. (2004). Getting more out of analogical training in negotiations: learning underlying principles for creating value, *Academy of Management Annual Meeting*, New Orleans. (oral presentation)
92. **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)
93. 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)
94. **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)
95. **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)
96. 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)
97. **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)
98. **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)
99. **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)
100. **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

- 2022: Marketing Seminar, The Leon Recanati Graduate School of Business Administration, Tel Aviv University
- 2021: Department of Economics, University of Haifa
- 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

• **Media Coverage**

- **Globes** (Israeli financial newspaper), "The experienced, the friendly or the honest: Who will reach better negotiation outcomes?", May 24, 2023. <https://www.globes.co.il/news/article.aspx?did=1001447196>
- **Globes** (Israeli financial newspaper), "When is it worth having an honest negotiator reputation?", July 7, 2022. <https://www.globes.co.il/news/article.aspx?did=1001418035>
- **Bima** (Israeli online miscellaneous news reports), "Malicious help: This is how we 'help' those we envy", April 12, 2022 <https://www.bimmae.com/main/post/84e391cd-6414-4c2c-9795-b9ca685db0da>
- **Kan 11, Shlosa She-Yod'im** (Israeli radio program on scientific discoveries), interview on envy and helping, April 13, 2022.
- **Kan Moreshet** (Israeli Radio Program), interview on research about envy, June 15, 2023

• **Research Grants**

- 2003-2006 The Israel Science Foundation (ISF), "Exploring the course of multi-issue negotiations: cognitive biases, social orientations, and sacred values", 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**^{PI}, Maurice Schweitzer^{PI} & Yoella Bereby-Meyer^{PI}), 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, 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, Annual amount: \$37,000, Total amount: \$111,000
- 2018-2021 Lower Saxony, VolkswagenStiftung, "Mental accounting in allocation negotiations", (**Simone Moran**^{PI}, Roman Trotschell^{PI} & Ilana Ritov^{PI}), 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**^{PI} & Amos Schurr^{PI}), 4 years, Annual amount: \$47,500, Total amount: \$190,000
- 2021-2025 United States-Israel Binational Science Foundation (BSF), "Trust in Negotiations" (**Simone Moran**^{PI}, Yoella Bereby-Meyer^{PI}, & Boaz Keysar^{PI}), 4 years, Annual amount \$55,400, Total amount: \$221,600.
- 2022-2024 NTR (Negotiation and Team Resources) Research Grant, "Spirals of (dis)trust in negotiations", 2 years, \$10,000.
- 2023: Goldman Sonnenfeldt School of Sustainability and Climate Change, "Behavior change for sustainability" (**Simone Moran**, Tamar Makov, Tehila Kogut, & Yoella Bereby-Meyer), 1 year, Total amount: 40,800 NIS