

# Einav Hart

## *Curriculum Vitae*

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### ACADEMIC POSITIONS

#### University of Pennsylvania

2015- Present Postdoctoral researcher, Philosophy, Politics and Economics department

### EDUCATION

#### Hebrew University of Jerusalem

Ph.D., 2015 Cognitive Science, with a specialization in Rationality  
Dissertation: Costly Contests and the Will to Win.

M.A., 2010 Cognitive Science, with a specialization in Rationality. *Magna cum laude.*

B.A., 2006 Statistics, Cognitive Science. *Summa cum laude.*

### RESEARCH INTERESTS

- Negotiation; Motivation; Trust; Decision Making

### TEACHING INTERESTS

- Negotiation; Organizational Behavior; Leadership; Managerial Decision Making

### PUBLICATIONS AND RESEARCH

**Hart, E.**, & Schweitzer, M. E. (2<sup>nd</sup> round review). Getting to Less: When negotiating harms post-agreement performance. *Organizational Behavior and Human Decision Processes*.

**Hart, E.**, Bicchieri, C., & Mellers, B. (2<sup>nd</sup> round review). Bad luck or bad intentions: When do third party observers reveal offender's intentions to victims? *Journal of Experimental Social Psychology*.

**Hart, E.**, Avrahami, J., & Kareev, Y. (under review). The strong, the weak, and lady luck: Types of uncertainty and their effects on competitive behavior. *Under review, Journal of Experimental Social Psychology*.

**Hart, E.**, Avrahami, J., & Kareev, Y. (2016). Enlarging the market yet decreasing the profit: Competitive behavior when investment affects the prize. *Judgment and Decision Making*, 11(4), 380-390.

Shen, Q., Teo, M., Winter, E., **Hart, E.**, Chew, S. H., & Ebstein, R. P. (2016). To Cheat or Not To Cheat: Tryptophan Hydroxylase 2 SNP Variants Contribute to Dishonest Behavior. *Frontiers in Behavioral Neuroscience*, 10, 82.

**Hart, E.**, Avrahami, J., Kareev, Y., & Todd, P. (2015). Investing even in uneven contests: Effects of asymmetry on investment in contests. *Journal of Behavioral Decision Making*, 28(4), 395-409.

**Hart, E.**, Kareev, Y., & Avrahami, J. (2015). Good times, bad times: Reversal of risky choice in a good versus a bad world. *Decision*, 3(2), 132-145.

Israel, S., **Hart, E.**, & Winter, E. (2014). Oxytocin decreases accuracy in the perception of social deception. *Psychological Science*, 25, 293-295.

Avrahami, J., Kareev, Y., & **Hart, E.** (2014). Taking the sting out of choice? Diversification of investments. *Judgment and Decision Making*, 9(5), 373-386.

**WORKING PAPERS**

- Hart, E.,** Campagna, R., Curhan, J., & Elfenbein, H. A. (*in prep*) Dark Side of Negotiation: When Negotiating Undermines Organizational Commitment. Prepared for *Journal of Applied Psychology*
- Hart, E.,** & Schweitzer, M. E. (*in prep*). The Relational Concern Model: Negotiating for Services versus Goods. Prepared for *Management Science*
- Hart, E.,** Yu, M., & Gonzalez, C. (*in prep*). Trust at a second glance: Information acquisition and perspective taking diminish the impact of initial impressions on trust behavior. Prepared for *Journal of Personality and Social Psychology*
- Hart, E.,** & Piff, P. (*in prep*). Inequality, fairness, and cooperation. Prepared for *Psychological Science*.
- Hart, E.,** Marciano, D., & Winter, E. (*in prep*). Groups' choice dynamics in repeated risky decisions. Prepared for *Journal of Experimental Social Psychology*

**SELECTED WORK IN PROGRESS**

(\* Authors in alphabetical order)

- \* Hart, E., Schweitzer, M. E., & VanEpps, E. Questions and answers across cultures.
- \* Hart, E., & Minson, J. Conflict and disagreements within groups.
- \* Givi, J., Hart, E., & Olivola, C. Gift givers and gift recipients.

**AWARDS AND GRANTS**

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| 2018       | Negotiation & Team Resources (NTR)-Peterson Research Grant (\$8,900): "Negotiating for Goods and Services". (Proposal ranked #1)           |
| 2018       | Hayek Fund award, the Institute for Humane Studies at George Mason University.   |
| 2017       | Teacher-Scholar travel award, Society for Personality and Social Psychology.   |
| 2015-2016  | Hebrew University post-doctoral award for excellent female researchers – The Victor Smorgon charitable fund (\$21,000). Jerusalem, Israel. |
| 2012-2015  | President's Award for doctoral students (Humanities), Hebrew University of Jerusalem.  |
| 2012-2015  | Scholarship from the Federmann center for the study of rationality, Hebrew University of Jerusalem.  |
| 2013, 2014 | Cognitive science travel grant, Hebrew University of Jerusalem.  |
| 2009-2010  | M.A. Award, Humanities faculty, Hebrew University of Jerusalem.  |
| 2009-2010  | Rector Award for graduate students, Hebrew University of Jerusalem.  |
| 2009-2010  | Scholarship from the Federmann center for the study of rationality, Hebrew University of Jerusalem.  |
| 2005-2007  | Dean's list awards for B.A. students (awarded to highest ranked Social Science B.A. students each year), Hebrew University of Jerusalem.   |

**CHAIRED SYMPOSIA**

- 2018 *Academy of Management (OB, CM)*: "In a conflict state of mind: How do people act upon their expectations of conflict?" With K. Behfar, J. Minson, R. Peterson, T. Rogers, & M. Schweitzer.
- 2017 *Academy of Management (OB, CM)*: "Promoting cooperation in competitive negotiations: Which communication strategies help and hurt?" With R. Campagna, J. Curhan, K. Dirks, J. Kennedy, L. Kray, A. Mislin, & M. Schweitzer.

**PRESENTATIONS**

(# denotes poster presentation)

- 2018 *Academy of Management*. Chicago, IL.  
*International Association of Conflict Management*. Philadelphia, PA.  
*Society for Judgment and Decision Making*. New Orleans, LA. #  
*Culture and Negotiation Conference*, Kellogg School of Management. Evanston, IL.  
*Society for Personality and Social Psychology*. Atlanta, GA.

- Technion University* (behavioral science & management). Haifa, Israel.  
*Israeli Organizational Behavior Conference*. Tel Aviv, Israel.
- 2017 *Academy of Management*. Atlanta, GA.  
*International Association of Conflict Management*. Berlin, Germany.  
*Society for Judgment and Decision Making*. Vancouver, BC.  
*Society for Personality and Social Psychology*. San Antonio, TX.
- 2016 *Tel Aviv University* (organizational behavior). Tel Aviv, Israel.  
*University of Pennsylvania* (philosophy, politics & economics). Philadelphia, PA.  
*Society for Judgment and Decision Making*. Boston, MA. #  
*Psychonomic Society*. Boston, MA. #
- 2015 *Society for Judgment and Decision Making*. Chicago, IL. #  
*Psychonomic Society*. Chicago, IL. #  
*Game Theory and Its Applications workshop*. Barcelona, Spain.  
*Morality, Ethicality, and Prosocial Behavior conference*. Be'er Sheva, Israel.  
*Hebrew University* (social psychology). Jerusalem, Israel.  
*Tel Aviv University* (social psychology). Tel Aviv, Israel  
*Technion University* (Game theory and e-commerce). Haifa, Israel.
- 2014 *Competition and Prosocial Behavior conference*. Be'er Sheva, Israel.  
*Society for Judgment and Decision Making*. Long Beach, CA. #  
*Psychonomic Society*. Long Beach, CA. #  
*Economic Science Association European meeting*. Prague, Czech Republic.
- 2013 *Society for Judgment and Decision Making*. Toronto, Canada. #  
*European Association for Decision Making* (SPUDM). Barcelona, Spain.  
*Pompeo Fabra* (Management). Barcelona, Spain.  
*Contests, Mechanisms & Experiments conference*. Exeter, UK. #
- 2012 *Temptation and Moral Behavior conference*. Be'er Sheva, Israel.  
*Ben Gurion University* (decision making & economic psychology). Be'er Sheva, Israel.
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## **SOCIETY MEMBERSHIP**

Academy of Management (2015-present)  
 Association for Psychological Science (2016-present)  
 International Association of Conflict Management (2016-present)  
 Psychonomic Society (2012-present)  
 Society for Judgment and Decision Making (2012-present)  
 Society for Personality and Social Psychology (2014-present)

## **ACADEMIC SERVICE**

### **Ad-hoc reviewer**

Academy of Management  
 International Association of Conflict Management  
 Society of Judgment and Decision Making  
 Israel Science Foundation  
 European Journal of Social Psychology (EJSP)  
 Journal of Behavioral Decision Making (JBDM)  
 Journal of Judgment and Decision Making (JDM)  
 Management Science

## TEACHING

### University of Pennsylvania

2017	Competition & Negotiation	PPE 474-301
2015 - 2016	Competitive Behavior	PPE 475-301
2015 - Present	Trust & Deception	PPE 474-301

### Hebrew University of Jerusalem

2011-2015	Hands-on Introduction to Research	06140
2011, 2014	Psychology of Decision Making (TA)	76012

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## REFERENCES

### Maurice E. Schweitzer

Cecelia Yen Koo Professor of Operations, Information, and Decisions  
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### Yaakov Kareev

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