

Ori Weisel

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EDUCATION

DEPARTMENT OF PSYCHOLOGY AND CENTER FOR THE STUDY OF RATIONALITY 2006-2011
THE HEBREW UNIVERSITY OF JERUSALEM

Ph.D. in Social Psychology

Dissertation Thesis: Cooperation and punishment in public good dilemmas with incomplete information

Advisor: Gary Bornstein

**INTERNATIONAL MAX PLANCK RESEARCH SCHOOL ON ADAPTING BEHAVIOR IN A
FUNDAMENTALLY UNCERTAIN WORLD** 2007-2010

THE MAX PLANCK INSTITUTE OF ECONOMICS, JENA

Completion of the graduate training program offered at the International Max Planck School on Adapting Behavior in a Fundamentally Uncertain World (The school combines approaches from Economics, Law and Psychology to explain human decisions under uncertainty)

DEPARTMENT OF COGNITIVE SCIENCE 2002-2005

THE HEBREW UNIVERSITY OF JERUSALEM

M.A. in Cognitive Science (Magna Cum Laude)

Thesis: The Effect of Communication on Cooperation in a Social Dilemma with Uncertainty at the Individual Level

Advisor: Gary Bornstein

**DEPARTMENT OF COMPUTER SCIENCE AND INTERDISCIPLINARY PROGRAM IN
HUMANITIES** 1997-2002

TEL-AVIV UNIVERSITY

B.A. in Humanities (interdisciplinary program; Magna Cum Laude) and Computer Science (double major)

Minors within the interdisciplinary program in Humanities:

- Philosophy (emphasis on Philosophy of Religion)
- Social Justice (Included courses in Philosophy, Sociology and History)
- Translation Studies

VENICE INTERNATIONAL UNIVERSITY 2001

Exchange student, Semester Program

RESEARCH INTERESTS

I study how individual uncertainty and punishment interact to affect cooperation and competition in social dilemmas. I am also interested in judgment and decision making under uncertainty in general and in intergroup relations.

PUBLICATIONS

Salomon Israel, Ori Weisel, Richard P. Ebstein & Gary Bornstein (2012). Oxytocin, but not vasopressin, increases both parochial and universal altruism. *Psychoneuroendocrinology*.

Nir Halevy, Ori Weisel & Gary Bornstein (2011). In-Group "Love" and Out-Group "Hate" in Repeated Interaction between Groups: Overcoming a History of Conflict. *Journal of Behavioral Decision Making*.

Gary Bornstein & Ori Weisel (2010). Punishment, Cooperation, and Cheater Detection in "Noisy" Social Exchange. *Games*. 1, 18-33.

MANUSCRIPTS IN PREPARATION

Werner Güth, René Levínský, Kerstin Pull, & Ori Weisel. Tournaments and Piece Rates Revisited: A Theoretical and Experimental Study of Premium Incentives. Draft under revision, targeted for *JBDM*.

Michael Kurschilgen, Alexander Morell, & Ori Weisel. Asymmetric Price Competition Between Teams. Targeted for *JEO*.

RESEARCH IN PROGRESS

Ori Weisel & Gary Bornstein. Positive and negative externalities in inter-group relations. Data analysis.

Ori Weisel & Gary Bornstein. Punishment and Cooperation in Repeated Public Good Games with Binary Endowments and Uncertainty. Data analysis.

Judith Avrahami, Werner Güth, Yaakov Kare'ev, & Ori Weisel. Recurrent Tournaments – an Experiment Comparing Partners and Strangers Design as Well as Average and Random Round(s) Payment. Data analysis.

Robb Willer, Flynn, F. J., Feinberg, M., Menschio, O., Peng, K., Mello Ferreira, D. R., Ferreira Bianchi, A. M., Shoham Choshen-Hillel, Ori Weisel & Detlef Fetchenhauer. Generalized Reciprocity. Data Analysis.

Ori Weisel & Ro'i Zultan. Suppose they Gave a War and Nobody Came: Framing Effects on Behavior in the IPD game. Data analysis.

Ori Weisel & Anthony Ziegelmeyer. Cooperation Under the Shadow of the Future – New Laboratory Evidence From Long Repeated Games. Data collection.

Ori Weisel. Trust and cooperation behind the veil of ignorance. Data collection.

Ori Weisel & Robert Böhm. "Ingroup love" versus "outgroup hate" among football fans. Data collection.

Ori Weisel & Ro'i Zultan. Wasting to Avoid Feeling Wasteful. Data collection.

PRESENTATIONS

2012 Center for Empirical Research in Economics and Behavioral Sciences, Erfurt University, Germany

Magdeburg Workshop on Anti-Social Economic Behavior, Otto-von-Guericke University, Magdeburg, Germany

2011 Mini Workshop on Experimental Economics, Max Planck Institute of Economics, Jena, Germany

14th International Conference on Social Dilemmas, Amsterdam, Netherlands

- Mini Workshop on Generosity, Max Planck Institute of Economics, Jena, Germany
- 2010 Center for Decision Research and Experimental Economics, Nottingham University, UK
Nuffield Centre for Experimental and Social Sciences, Nuffield College, Oxford University, UK
- 2009 13th International Conference on Social Dilemmas, Kyoto, Japan
Asian Pacific meeting of the Economic Science Association, Haifa, Israel
- 2008 Eberhard Karls University, Tübingen, Germany
4th Spain, Italy, Netherlands Meeting on Game Theory, Wroclaw, Poland
"What is the behavioral in behavioral economics?" workshop, Trento, Italy
- 2007 12th International Conference on Social Dilemmas, Seattle, Washington
Affect, Motivation and Decision Making International Conference, Ein Boqueq, Israel

TEACHING INTERESTS

Psychology of Decision Making, Negotiations, Social Dilemmas and Team Games, Game Theory, Logic, Research Methods

TEACHING EXPERIENCE

SOLE INSTRUCTOR, WINGATE INSTITUTE

Game Theory – Theory, Applications, and Behavior, 2010

TEACHING ASSISTANT, HEBREW UNIVERSITY

Introduction to Statistics and Methodology (Department of Psychology, Prof(s). Yovel, Cohen, 2006-2010)

Psychology of Decision Making (Center for the Study of Rationality, Prof(s). Avrahami, Kare'ev, Ritov, Yaniv, 2008)

Introduction to Logic for Cognitive Science (Department of Cognitive Science, Prof. Posy, 2003-2006)

Advanced Logic (Introduction to Meta-Logic) (Department of Philosophy, Prof. Shagrir, 2003)

TEACHING ASSISTANT, INTERNATIONAL MAX PLANCK RESEARCH SCHOOL

Logic and Games (week-long course given as part of the IMPRS-Uncertainty Summer School, Prof. Levinsky, 2010)

RESEARCH GRANTS

Winner of the 29th competition for research grants for doctoral students in the social sciences, held by the Israel Foundations Trustees Program for the Advancement of Research in the Social Sciences (a bi-annual competition awarding research grants to a limited number of outstanding doctoral students), 2010

SUMMER SCHOOLS AND WORKSHOPS

IMPRS-Uncertainty Summer School, Max Planck Institute for Economics, Jena, Germany (2007, 2008)

Summer Institute on Bounded Rationality in Psychology and Economics, Max Planck Institute for Human Development, Berlin, Germany (2006)

8th Jena Workshop on Intergroup Processes: Social and Cognitive Change in Intergroup Relations, Jena, Germany (2005)

CONFERENCE AND WORKSHOP ORGANIZATION

Academic coordinator of the 20th annual retreat of the Center for the Study of Rationality (2011)

Co-organizer of the 4th IMPRS-Uncertainty Topic Workshop, Jerusalem, Israel (2010)

NON-ACADEMIC PROFESSIONAL EXPERIENCE

AMDOCS 1999-2002

Software development, data conversion. Client: Eircom (Irish Telecommunication company). Job included programming as well as coordination between teams in Israel and in Ireland.

REFERENCES

Gary Bornstein, Professor of Social Psychology
Department of Psychology and Center for the Study of Rationality
The Hebrew University
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Ilan Yaniv, Professor of Social Psychology
Department of Psychology and Center for the Study of Rationality
The Hebrew University
+972 2 588-3026
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Werner Gueth, Director of the Strategic Interaction Group
Max Planck Institute of Economics, Jena
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