

Shahar Ayal

CURRICULUM VITAE

Personal Information

Address: Hamifras 14, Kfar Vitkin 4020000

Date of Birth: 17/03/1968

Email: s.ayal@idc.ac.il

Phone: 972-9-9602799 Cell: 972-54-9539950

Website: <http://portal.idc.ac.il/en/faculty/s.ayal/Pages/profile.aspx>

1. Academic Education

2007 Ph.D. in Psychology, Tel Aviv University, Israel. *With distinction.*

2000 M.A. in Social Psychology, Tel Aviv University, Israel. *Summa cum laude.*

1995 B.A. in Psychology, Sociology and Anthropology, Tel Aviv University, Israel. *Magna cum laude.*

Advanced training

2000 Certificate in Group Facilitation, School of Social Work, Tel Aviv University, Israel.

1999 Summer school for research students in Economic Psychology, University of Bologna, Bertinoro, Italy.

2. Academic Employment

2017 – Present Associate Professor, Baruch Ivcher School of Psychology, The Interdisciplinary Center (IDC) Herzliya, Israel

2013 – 2016 Senior Lecturer, Baruch Ivcher School of Psychology, The Interdisciplinary Center (IDC) Herzliya, Israel

2010 – 2013 Assistant Professor (Lecturer), Baruch Ivcher School of Psychology, The Interdisciplinary Center (IDC) Herzliya, Israel

2008 – 2010 Post-Doctoral Associate in Research, Duke University, The Fuqua School of Business, Durham, North-Carolina, USA.

2007 Post-Doctoral Fellow, Israel Institute of Technology - Technion, The William Davidson Faculty of Industrial Engineering and Management, Haifa, Israel.

3. Academic Activities:

Academic Administration and Committees

2015 – *present* The Interdisciplinary Center (IDC) Herzliya, Israel: Head of research committee in the Social psychology program, Head of Decision Making Division, Co-chair of DICE Research Center.

Teaching experience (Teaching in both Hebrew and English)

2015 – *present* Lecturer in the courses **Decision Making Processes, Power Relations and Gender Workshop, Guided Research**, Baruch Ivcher School of Psychology, The Interdisciplinary Center (IDC) Herzliya, Israel.

2010 – *present* Lecturer in the courses of **Social Psychology, Social Cognition, and Graduate Studies in Psychology**, and advanced research seminars about **The Psychology of Irrational Decisions**, Baruch Ivcher School of Psychology, The Interdisciplinary Center (IDC) Herzliya, Israel.

2010 – *present* Senior facilitator in the course **Group Dynamics and Interpersonal Relations**, Program for Group Facilitation (Advanced Studies), School of Social Work, Tel Aviv University, Israel.

1996 – 2007 Coordinator, instructor, and supervisor of seminar projects in advanced courses: **The Psychology of Intuitive Thinking, Judgment and Evaluation under Uncertainty for economics and management students**, Department of Education and Psychology, The Open University, Israel.

2003 – 2007 Coordinator and Instructor of the course **Critical Thinking**, Department of Education and Psychology, The Open University, Israel.

- 2003 – 2004 Co-facilitator in the course **Dialogue Between Identity: Women and Men**, Department of Psychology, Tel Aviv University, Israel.
- 2002 Coordinator of teaching assistants in the course **Research Methods**, Department of Psychology, Tel Aviv University, Israel.
- 1995 – 2000 Teaching assistant in **Statistics, Research Methods, and Economic Psychology**, Department of Psychology and School of Economic, Tel Aviv University, Israel.
- 1996 – 1998 Teaching assistant in a course on **the Jewish-Arab Conflict** (for Graduate Students), Department of Psychology, Tel Aviv University, Israel.
- 1997 – 1998 Teaching assistant in a course on **Decision Making**, the Israeli College in Tel Aviv, Israel (sponsored by Clark University, Worcester, Massachusetts).

Academic Service

Editorial Board

Journal of Experimental and Behavioral Economics

Journal of Behavioral Decision Making

Guest Editor – Frontier in Psychology

Ad hoc reviewer

Proceedings of the National Academy of Sciences

Psychological Bulletin

Journal of Personality and Social Psychology

Organizational Behavior and Human Decisions Processes

Journal of Experimental Social Psychology

Journal of Behavioral Decision Making

Judgment and Decision Making

Journal of Experimental and Behavioral Economics

European Journal of Social Psychology

Journal of Applied Social Psychology

Acta Psychologica
ISF grant proposals
GIF grant proposal
NSF grant proposal

Organizing Committee in Academic Events

SPUDM: Subjective Probability, Utility, and Decision-Making. European Conference. (Forthcoming August 2017 at the Technion, Israel), Chair of the organizing committee.

New Directions in Decision Making Research: An Italian-Israeli Workshop. The Interdisciplinary Center (IDC), Herzliya, Israel (June 2016, main organizer with Dan Zakay).

The Unconscious Decision Maker. The Interdisciplinary Center (IDC), Herzliya, Israel (January 2015, main organizer with Orit Tykocinski and Dan Zakay).

Human Intuition and Economic Behavior Conference, Dice@IDC – UK – workshop. The Interdisciplinary Center (IDC), Herzliya, Israel (June 2014, main organizer with Orit Tykocinski).

Interdisciplinary seminar on Behavioral Decisions. The Interdisciplinary Center (IDC), Herzliya, Israel (Academic year 2012 - 2013, main organizer with Liat Hadar).

The 2nd conference of Young Israeli Social Psychologists (YISP). The Interdisciplinary Center (IDC), Herzliya, Israel. (March 2012, main organizer with Tamar Saguy).

International conference on Behavioral Decision Making. The Interdisciplinary Center (IDC), Herzliya, Israel. (May, 2011, Committee member and manager of the program).

Supervision of Graduate students

Graduated

Assaf Amit - MA thesis – Social Psychology, Tel Aviv University

Oshrat Sabag - MA thesis – Organizational Behavior and Development, IDC Herzliya

Jacob Schamp - MA thesis – International Organizational Behavior and Development,
IDC Herzliya

Yaara Goldwyn - MA thesis – Organizational Behavior and Development, IDC
Herzliya

Sanda Karsho - MA thesis – Collaborative Supervision with Orit Tykocinski,
Organizational Behavior and Development, IDC Herzliya

Ronit Segel - MA thesis – Collaborative Supervision with Orit Tykocinski and Ilan
Fischer, Social Psychology, Haifa University

Students in progress *(with approved research proposal)

Post doc research fellow

Zohar Rusou - Financial Decision Making, IDC Herzliya

PhD

*Daffie Konis - Collaborative Supervision with Dan Zakay, Tel Aviv University

*Tamar Gur - Collaborative Supervision with Eran Halperin and Ido Erev, Technion

Dar Peleg - Collaborative Supervision with Yechiel Klar, Tel Aviv University

MA

*Anat Halevy, Lior Tidhar, Meirav Eyal, Keren Delatizki, Noya Kislev, Michal Igell -
Social Psychology, IDC Herzliya

Bat El Smoliensky, Tamar Teper - Organizational Behavior and Development, IDC
Herzliya

4. Grants and Awards

2016 Emerald Citation of Excellence for the paper "Self-serving altruism? The
lure of unethical actions that benefit others". One of the most highly
cited and highly influential papers relating to the areas of Business,
Finance, Accounting, Economics and Marketing.

2015 IDC top journal award (\$2,500) for “Three principles to REVISE
people's unethical behaviour”. *Perspective on Psychological Science*.

2015 IDC top journal award (\$2,500) for “Self-serving justifications: Doing
wrong and feeling moral”. *Current Directions in Psychological
Science*.

2015 IDC research grant for interdisciplinary research – for “Reducing
Unethical Behavior” Principal Investigator – 40,000NIS per year

- 2015 IDC research grant for interdisciplinary research – for “Improving Financial Decisions” Team Investigator – 40,000NIS per year
- 2012 Israeli Science Foundation (ISF) (with Moty Amar) – Principal Investigator (4 years grant - 92,000 NIS per year).
- 2012 IDC top journal award (\$2,500) for "The pot calling the kettle black: Contrast response to ethical dissonance". *Journal of Experimental Psychology: General*.
- 2011 IDC top journal award (\$2,500) for “Winning the Battle but Losing the War: The Psychology of Debt Management,” *Journal of Marketing Research*.
- 2011 Marie Curie Career Reintegration Grant (IRG) (4 years grant - €25,000 per year).
- 2008 Runner Up (with Guy Hochman). The Technion Prediction Tournament. Israel Institute of Technology - Technion, Haifa, Israel.
- 2006 Student Paper Award, the Affect, Motivation and Decision Making International Conference, Ein Bokek, the Dead Sea, Israel.
- 2005 Ph.D. Excellence Award, the Open University, Israel.
2002 – 2004 Ph.D. Scholarship, Department of Psychology, Tel Aviv University, Israel.
- 2001, 2004 Research Scholarships awarded by The Open University, Israel.
- 1997 Dean's Excellence Award, Faculty of Social Sciences, Tel Aviv University, Israel

5. List of Publications

Articles in Peer-Reviewed Journals or books

1. Mitkidis, P., **Ayal, S.**, Shalvi, S., Heimann, K., Levy, G., Kyselo, M., Wallot, S., Ariely, D. and Roepstorff, A., (in press). The Psychological Effects of Extreme Rituals on Moral Behavior: The Performers-Observers Gap Hypothesis. *Journal of Economics Psychology*.
2. **Ayal, S.**, Hochman, G., & Ariely, D. (2016). Editorial: Dishonest Behavior, from Theory to Practice. *Frontiers in Psychology*, 7.
3. Tykocinski, O., Amir, I., & **Ayal, S.** (2016). Embracing chance tactically: A different perspective on risk taking. *Journal of Behavioral Decision Making*.

4. Konis, D., Haran, U., Saporta, K., & **Ayal, S.** (2016). A Sorrow Shared Is a Sorrow Halved: Moral Judgments of Harm to Single versus Multiple Victims. *Frontiers in Psychology*, 7, 1142.
5. Rusou, Z., Amar, M. & **Ayal, S.** (2016). Gender and personal finance management. In Venezia, I. (Ed.). *Behavioral Finance: 'Where Do Investors 'Biases Come From?'*. World Scientific, pp 193-216.
6. Barkan, R., **Ayal, S.**, & Ariely, D. (2016). Revisiting Constructed Preferences: Extrapolating Preferences from Relevant Reminders. *Decision*. Advance online publication. <http://dx.doi.org/10.1037/dec0000051>.
7. Hochman, G., Fiedler, S., Glöckner, A., & **Ayal, S.** (2016). "I can see it in your eyes": Biased processing and increased arousal in dishonest responses. *Journal of Behavioral Decision Making*, 29: 322–335.
8. **Ayal, S.**, Gino, F., Barkan, R., & Ariely, D. (2015). Three principles to REVISE people's unethical behavior. *Perspective on Psychological Science*, 10(6), 738–741.
9. Hoffman, G., Forlizzi, J., **Ayal, S.**, Steinfeld, A., Antanitis, J., Hochman, G., & Finkenaur, J. (2015, March). Robot presence and human honesty: Experimental evidence. In Proceedings of the Tenth Annual ACM/IEEE International Conference on Human-Robot Interaction (pp. 181-188). ACM.
10. Barkan, R., **Ayal, S.**, & Ariely, D. (2015). Ethical dissonance, justifications, and moral behavior. *Current Opinion in Psychology*, 6, 157-161. (New journal).
11. Hochman, G., **Ayal, S.**, & Ariely, D. (2015). Fairness requires deliberation: the primacy of economic over social considerations. *Frontiers in Psychology*, 6. doi: 10.3389/fpsyg.2015.00747.
12. **Ayal, S.**, Rusou, Z., Zakay, D., & Hochman, G. (2015). Determinants of judgment and decision making quality: the interplay between information processing style and situational factors. *Frontiers in psychology*, 6. doi:10.3389/fpsyg.2015.01088.
13. Shalvi, S., Gino, F., Barkan, R., & **Ayal, S.** (2015). Self-serving justifications: Doing wrong and feeling moral. *Current Directions in Psychological Science*. 24(2), 125-130.
14. Hochman, G., **Ayal, S.**, & Ariely, D. (2014). Keeping Your Gains Close but Your Money Closer: The Effect of Prepayment on Choice and Performance. *Journal of*

- Economic Behavior & Organization*. 107(b), 582-594. 3 citations. 2014 IF: 1.297.
15. **Ayal, S.**, & Beyth-Marom, R. (2014). The Effects of Mental Steps and Compatibility on Bayesian Reasoning. *Judgment and Decision Making*, 9(3), 226-242. 10 citations. 2014 IF: 1.521.
 16. Hochman, G., & **Ayal, S.** (2014). Perspectives on the future of behavioral economics: How to improve the contribution of psychological findings to neoclassical economics. *King's College London Perspectives on Economics*, 1, 18-19. 0 citations.
 17. Hochman, G., & **Ayal, S.** (2013). Behavioral Economics. In *Oxford Bibliographies in Psychology*. Ed. Dana S. Dunn. New York: Oxford University Press. doi:10.1093/obo/9780199828340-0089.
 18. Gino, F., **Ayal, S.**, & Ariely, D. (2013). Self-serving altruism? The lure of unethical actions that benefit others. *Journal of economic behavior & organization*, 93, 285-292.
 19. **Ayal, S.**, & Klar, Y. (2013). Detecting varieties of cheating: How do people navigate between different cheating ploys? *Thinking & Reasoning*, 20(1), 51-76.
 20. Barkan, R., **Ayal, S.**, Gino, F., & Ariely, D. (2012). The pot calling the kettle black: Contrast response to ethical dissonance. *Journal of Experimental Psychology: General*, 141(4), 757-773.
 21. Glöckner, A., Fiedler, S., Hochman, G., **Ayal, S.**, & Hilbig, B. E. (2012). Processing differences between descriptions and experience: A comparative analysis using eye-tracking and physiological measures. *Frontiers in Psychology*, 3.
 22. **Ayal, S.**, Zakay, D., & Hochman, G. (2012). Deliberative adjustments of intuitive anchors: The case of diversification behavior. *Synthese*, 189, 131-145.
 23. **Ayal, S.**, Hochman, G., & Zakay, D. (2011). Two sides of the same coin: Information processing style and reverse biases. *Judgment and Decision Making*, 6(4), 295-306.
 24. Amar, M., Ariely, D., **Ayal, S.**, Cryder, C., & Rick, S. (2011). Winning the Battle but Losing the War: The Psychology of Debt Management, *Journal of Marketing Research*, 48(SPL), S38-S50. (Alphabetic order).
 25. **Ayal, S.**, & Gino, F. (2011). Honest rationales for dishonest behavior. In M. Mikulincer & P. R. Shaver (Eds.), *The Social Psychology of Morality: Exploring*

the Causes of Good and Evil (pp. 149-166). Washington, DC: American Psychological Association.

26. Hochman, G., **Ayal, S.**, & Glöckner, A. (2010). Physiological arousal in processing recognition information: Ignoring or integrating cognitive cues? *Judgment and Decision Making*, 5(4), 285-299.
27. **Ayal, S.**, & Hochman, G. (2009). Ignorance or integration: The cognitive processes underlying choice behavior. *Journal of Behavioral Decision Making*, 22(4), 455-474.
28. **Ayal, S.**, & Zakay, D. (2009). The Perceived Diversity Heuristic: The case of pseudo-diversity. *Journal of Personality and Social Psychology*, 96(3), 559-573.
29. Gino, F., **Ayal, S.**, & Ariely, D. (2009). Contagion and Differentiation in Unethical Behavior: The Effect of One Bad Apple on the Barrel. *Psychological Science*, 20(3), 393-398.
30. Klar, Y., & **Ayal, S.** (2004). Event frequency and comparative optimism: Another look at the indirect elicitation method of self-others risks. *Journal of Experimental Social Psychology*, 40(6), 805-814.

Hebrew Publications

30. **Ayal, S.**, Friedman, A., Tal-Aloni, L., & Gopher, U. (2006). Dialogue between identities: Men and women. *Mikbatz: Israeli Journal of Group Facilitation*, 11(2), 13-30.

Teaching Aids publications

1. Beyth-Marom, R., & **Ayal, S.** (2006). The psychology of intuitive judgments: Reading guide, The Open University, Israel (in Hebrew).
2. **Ayal, S.** (2004). Heuristics: Magic tools or biases? Teaching guide for students of psychology, The Open University, Israel (in Hebrew).
3. Beyth-Marom, R., & **Ayal, S.** (2003). Heuristics and biases: Reading guide, Demonstrations and explanations: A multi-media CD, The Open University, Israel (in Hebrew).

4. **Ayal, S.** (2000). Judgment and evaluation under uncertainty: Teaching guide for students of economics and management, The Open University, Israel (in Hebrew).

Citation indices	All	Since 2012
Citations	1186	968
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Papers and Abstracts - Proceedings of Conferences

1. **Ayal, S.**, (2017, January) Reducing Dishonest Behaviour. Cheating in Educational Systems, The Open University of Israel, Raananam Israel.
2. **Ayal, S.** (2016, December) Automatic and deliberative mechanisms in reducing cheating behaviour . Paper presented in Deliberative vs. Non-Deliberative Choice and Public Policy. Bar Ilan University, Ramat Gan, Israel
3. Hochman, G., Fiedler, S., Glöckner, A., & **Ayal, S.** (2016, November) Biased Processing and Increased Arousal in Dishonest Responses. Paper presented in Judgment and Decision Making Conference, Boston, Ma, USA.
4. **Ayal, S.**, Amar, M. & Rusou, Z. (2016, July) To do or not to do list: Biases in multiple task management. Paper presented in ICP, Yokohama, Japan.
5. Rusou, Z., **Ayal, S.**, Hochamn, G., & Zakay, D. (2016, July). The Harmony between Task Characteristics and Thinking mode determines decision effectiveness. Paper presented in ICP, Yokohama, Japan.
6. **Ayal, S.** (2016, May) Three Principles to REVISE People's Unethical Behavior. Paper presented in Morality, Ethicality, and pro-social behavior, DMEP conference. Jerusalem, Israel.
7. **Ayal, S.** (2016, May) Encouraging moral behaviour in research. Paper presented in Ethics and research workshop. Israel Institute of Technology - Technion, Haifa, Israel.

8. **Ayal, S.** (2015, December) Introduction to Behavioral Ethics. Paper presented in IMC Bootcamp Behavioural Ethics, Aarhus, Denmark.
9. **Ayal, S.,** Peleg, D. Hochman, G., & Ariely, D. (2015, November) When Robin Hood Takes a Polygraph: Detecting egocentric and altruistic cheating. Paper presented in JDM, Chicago, USA.
10. **Ayal, S.,** Peleg, D. Hochman, G., & Ariely, D. (2015, August) The Lure of Justified Dishonesty: Detecting Altruistic and Egocentric Cheating. Paper presented in Deception 1, Cambridge, UK.
11. **Ayal, S.,** Peleg, D. Hochman, G., & Ariely, D. (2015, August) Detecting (un)justified lies: When Robin Hood Takes a Polygraph. Paper presented in SPUDM 25, Budapest, Hungary.
12. **Ayal, S.** (2015, May) When Rubin Hood arrives at the polygraph. Paper presented in Cooperation: Cultural Aspects and Norms, DMEP conference. Jerusalem, Israel.
13. **Ayal, S.** (2015, May). Strategic Altruism: Cheating in Monetary Donations to Social Organizations. Paper presented in Inequality, Trust and Ethics: Insights from Economics and Behavioral Ethics Conference. London, UK.
14. **Ayal, S.,** Hochman, G., Gneezy Uri & Ariely, D. (2015, march) Selective Altruism. Paper presented in International Conference of Psychological Science (ICPS), Amsterdam, Netherlands.
15. Hoffman, G., Forlizzi, J., **Ayal, S.,** Steinfeld, A., Antanitis, J., Hochman, G., Hochendoner, E., & Finkenaur, J. (2015, January). Robot Presence and Human Honesty: Experimental Evidence. Proc. of the 10th ACM/IEEE International Conference on Human-Robot Interaction (HRI'15).
16. **Ayal, S.,** Amit, A., Disatnik, D., & Zakay, D. (2014, November) Pseudo Diversification in the Stock Market: The Role of Perceived Diversity in Judgments of Investment Portfolios. Paper presented in Judgment and Decision Making Conference, Long Beach, California, USA.

17. Cryder, Cynthia E., Rick, S., **Ayal, S.** and Amar, M. (2014, July). Accounts are more Evaluable than Dollars. Paper resented at the bi-annual Behavioral Decision Research in Management Conference, London, UK.
18. **Ayal, S.**, Hochman, G., Gneezy Uri, & Ariely, D. (2014, July) Strategic dishonest behavior in monetary donations to social organizations. Paper presented in Paper presented in the European Association of Social Psychology. Amsterdam, Netherlands.
19. **Ayal, S.**, Barkan, R., Gino, F. & Ariely, D. (2014, June). Living with ethical dissonance: Turning wrongs into rights. Paper Presented in Human Intuition and Economic Behavior Conference, Dice@IDC – UK – workshop, Herzliya, Israel.
20. Amar, M., & **Ayal, S.** (2014, June). Irrational debt management: Why people pay off their small debts first? Paper Presented in Human Intuition and Economic Behavior Conference, Dice@IDC – UK – workshop, Herzliya, Israel.
21. **Ayal, S.**, Barkan, R., Gino, F. & Ariely, D. (2014, June). Reducing ethical dissonance - How People Behave Unethically and Maintain a Clear Conscience. Paper Presented in Behavioral Legal Studies – Cognition, Motivation, and Moral Judgment workshop, Jerusalem, Israel.
22. **Ayal, S.**, Amit, A., Disatnik, D., & Zakay, D. (2014, March) Pseudo Diversification in the Stock Market. Paper presented in Young Israeli Social Psychology conference (YISP 4), Tel- Aviv, Israel.
23. Cryder, C. E., Rick, S., **Ayal, S.** & Amar, M. (2014, March). Accounts are more Evaluable than Dollars. Paper presented at the annual Society for Consumer Psychology conference, Miami, FL, USA.
24. **Ayal, S.**, Amit, A., Disatnik, D., & Zakay, D. (2013, August) Pseudo Diversification in the Stock Market. Paper presented in SPUDM 24 Subjective Probability Utility and Decision Making Conference. Barcelona, Spain.
25. **Ayal, S.**, Hochman, G., Gneezy Uri, & Ariely, D. (2013, August) Strategic dishonest behavior in monetary donations to social organizations. Paper presented in SPUDM 24 Subjective Probability Utility and Decision Making Conference. Barcelona, Spain.

26. **Ayal, S.** (2013, July). Reducing ethical dissonance. Paper presented in the 35th annual meeting of the Cognitive Science Society, Berlin, Germany.
27. **Ayal, S.,** Hochman, G., Gneezy Uri, & Ariely, D. (2013, July) Altruistic Cheating: Dishonest behavior in monetary donations to individuals and groups. Paper presented in the 2013 Annual Scientific Meeting of International Society of Political Psychology (ISPP), Herzliya, Israel.
28. **Ayal, S.,** & Klar, Y. (2013, April). Detecting varieties of cheating. Paper presented in Dice conference on Decisions in the Brain. Interdisciplinary Center (IDC), Herzliya, Israel.
29. Barkan, R., **Ayal, S.,** Gino, F., & Ariely, D. (2013, February). Distancing response to ethical dissonance. Paper presented at Society for consumer psychology, San Antonio, Texas.
30. **Ayal, S.,** & Mazar, N. (2013, February). Mind The Gap: Psychological Distance and Perceptions of Ethicality Symposium (Chair and Organizer) presented at Society for consumer psychology, San Antonio, Texas.
31. **Ayal, S.** (2012, November). Detecting varieties of cheating: How do people navigate between different cheating ploys? Paper presented in conference on Temptation and Moral Behavior: Psychological and Economic perspectives, Center for Decision Making and Economic Psychology (DMEP), Ben Gurion University of the Negev, Beer-Sheva, Israel.
32. **Ayal, S.,** Zakay, D., & Hochman, G. (2012, November) Deliberative Adjustments of Intuitive Anchors: A Dual process account for diversification behavior. Poster presented at Society of Judgment and Decision Making Conference, Minneapolis, Minnesota.
33. **Ayal, S.** (2012, May). Reducing Ethical Dissonance. Paper presented in the Minerva workshop on competition and impression. Israel Institute of Technology - Technion, Haifa, Israel.
34. **Ayal, S.,** Barkan, R., Gino, F., & Ariely, D. (2012, April). Moral cleansing strategies for ethical dissonance. Paper presented in Deception, Incentives and Behavior Symposium, San Diego, CA.

35. **Ayal, S.**, Barkan, R., Gino, F., & Ariely, D. (2011, July). The pot calling the kettle black: Seeing evil after experiencing ethical dissonance. Paper presented in the European Association of Social Psychology, Stockholm, Sweden.
36. **Ayal, S.** (2011, May) Contagiously unethical: Dishonest behavior in organizations and individuals. Lecture presented in the first annual conference on Rationality and Irrationality in organizations. Interdisciplinary Center (IDC), Herzliya, Israel.
37. Hochman, G., **Ayal, S.**, & Ariely, D. (2011, May) Keeping your gain close but your money closer: The effect of prepayment on choice. Paper presented in the International conference on Behavioral Decision Making. Interdisciplinary Center (IDC), Herzliya, Israel.

Research Projects in progress

1. Licensing and Cleansing in Extreme Rituals. With Panayotis Mitkidis, Shaul Shalvi, Katrin Heinman and Dan Ariely. **Project status:** Paper under review.
2. The Neighbor's Grass Seems Greener - But It's Statistics, Not Envy. With Orit Tykocinski. **Project status:** Paper under review.
3. Social distance and intergroup behavior. With Jeremy Ginges. **Project status:** Paper under review.
4. Dishonest behavior and the promise of confession. With Rachel Barkan, Francesca Gino, Nina Mazar and Dan Ariely. **Project status:** Writing stage of the paper.
5. Cooperation behavior between Israelis and Palestinians. With Anat Binur and Dan Ariely. **Project status:** Writing stage of the paper.
6. Pseudo Diversification in the Stock Market: The Role of Perceived Diversity in Judgments of Investment Portfolios. With Assaf Amit, David Disatnik, Guy Hochamn and Dan Zakay. **Project status:** Writing stage of the paper.
7. The Depolarizing Role of Sadness in Intergroup Conflicts. With Tamar Gur and Eran Halperin. **Project status:** Writing stage of the paper.
8. Obstacles to health information security systems. With Ayal Hassidim, Tzfanía Korach, Rony Shreberk-Hassidim, Elena Thomaidou and Dan Ariely. **Project status:** Writing stage of the paper.

6. Military Service:

- 1991-2007 Reserve service as a Social Psychologist and Chief of the recruit assessment process for a unit of special forces, with the rank of Major, Israeli Defense Forces.
- 1986-1990 Mandatory military service as an officer in a paratroopers' special unit, Israel Defense Forces (IDF).