

Curriculum Vitae
PROFESSOR GAL OESTREICHER-SINGER

*Associate Dean of Research
The Coller School of Management
Tel Aviv University
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EDUCATION

Ph.D. in Business Administration - New York University, Stern School of Business (2008)

M. Phil. - New York University, Stern School of Business (2005)

B.Sc. in Electrical Engineering and Electronics - Tel-Aviv University (2002)

LL.M. in Commercial Law - Tel-Aviv University, Law School (1999)

LL.B. (J.D. equivalent) - The Hebrew University of Jerusalem, Law School (1996)

ACADEMIC EXPERIENCE

Tel-Aviv University, L. The Coller School of Management

- 2020: Associate Dean of Research
- 2013 - 2020: Department Chair: Management of Technology and Information
- 2016: Full professor with tenure
- 2008: Joined

ACADEMIC HONORS AND AWARDS

- Recipient of the ERC (European research Council) grant, 2018 (\$1.7 million, single PI)
- Recipient of the Coller Foundation research grant, 2017, 2019, 2021.
- Recipient of the Kadar Award for Outstanding Research, 2016.
- Winner of the INFORMS - ISS Sandra A. Slaughter Early Career Award, 2015.
- Grant from the Israel Science Foundation (ISF), 2015-2016 (\$70,000).
- Grant from the Blavatnik Interdisciplinary Cyber Research Center (\$20,000).
- The 2013 best paper award (Harold H. Maynard Award) of the Journal of Marketing.
- Two working papers are winners of MSI Research Competition on "Social Interactions and Social Media Marketing" 2014.
- Management Science Best Paper in Information Systems Finalist 2013.
- Best Overall Research Paper Award, International Conference on Information Systems (ICIS), 2012.
- Google Inter-university grant for Electronic Markets and Auctions, 2010-2013 (\$2.25 million, with 20 other PIs).

- Grant from the Israel Science Foundation (ISF), 2010-2014 (\$140,000).
- Winner of the Google and WPP Marketing Research Award, 2010 (\$65,000, with Arun Sundararajan).
- NET Institute Summer Research Grant, 2006, 2010 and 2011.
- Winner of the MSI-WIMI User-generated Content Research Competition, 2009.
- Honorable Mention for Research-in-Progress at the ICIS Conference, 2009.
- The United States – Israel Binational Science Foundation (BSF) grant, 2009 (\$60,000).
- Grant from NEGEV – The Personal Video Services Consortium (part of the Israeli Chief Scientist MAGNET Program), 2009-2010 (\$140,000).
- The ACM SIGMIS Best Dissertation Award (awarded at ICIS 2008).
- Best Paper Award, INFORMS – CIST Conference, 2008.
- German-Israeli Foundation (GIF), Young Scientists' Program, 2008 (\$40,000).
- The Rothschild-Caesarea Communication Research Grant, 2008.
- Marie Curie International Reintegration Grant, 2007 (\$65,000).
- Best Overall Research Paper Award, ICIS Conference, 2004.
- Stern School of Business Fellowship, 2003-2006.
- Winner, National Contest for Young Inventors, sponsored by the Israeli Industrialists Association, 1992.

SELECTED PUBLISHED PAPERS IN THE LAST 5 YEARS

Zalmanson, L., Oestreicher-Singer, G., and Y. Ecker, 2021. The Role of Social Cues and Trust in Users' Private Information Disclosure, (*MIS Quarterly*, forthcoming).

Geva, H., Oestreicher-Singer, G., and M. Saar-Tsechansky, 2019. Using Retweets to Shape our Online Persona: A Topic Modeling Approach, (*MIS Quarterly*, 43(2), pp. 501-524).

Geva, H., Barzilay, O., and Oestreicher-Singer, G., 2019. The Potato Salad Effect: The Impact of Competition Intensity on Outcomes in Crowdfunding Platforms. (*MIS Quarterly*, 43(4), pp. 1227-1248).

Geva, T., Oestreicher-Singer, G., Efron, N., and Shimshoni, Y., 2017. Using Forums and Search for Sales Prediction of High-Involvement Products (*MIS Quarterly*, 41(1), pp. 65-82).

Carmi, E., Oestreicher-Singer, G., and Sundararajan, A., 2016. Is Oprah Contagious? The Depth of Diffusion of Demand Shocks in a Product Network (*MIS Quarterly*, 41(1), pp. 207-221).

Zalmanson, L., and Oestreicher-Singer, G., 2016. Turning Content Viewers into Subscribers. (*Sloan Management Review*).

OTHER ACADEMIC ACTIVITIES AND SERVICES IN THE PAST 5 YEARS

The Henry Crown Institute of Business Research in Israel, Board Member.

Senior Editor: *MIS Quarterly* (Since 2017)

Associate Editor: *Management Science* (2015-2018) & *Information Systems Research (ISR)* (2015-2017).

Program Chair: ICIS 2020

Conference Chair: WISE 2019, WISE 2016