

Ori Weisel

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ACADEMIC EMPLOYMENT

2016-current Senior Lecturer, Coller School of Management, Tel Aviv University
2013-2016 Research Fellow, CeDEX, University of Nottingham
2011-2013 Research Fellow, Max Planck Institute of Economics, Jena Germany

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

Human cooperation; Negative consequences of human cooperation; Moral psychology; unethical behavior in collaborative settings; Determinants of intra- and inter-group conflict and cooperation; cooperation and competition in social dilemmas under uncertainty

PUBLICATIONS

Peer reviewed journals

(* authors ordered alphabetically)

- * **Weisel, O.**, & Zultan, R. (2016). Social motives in intergroup conflict: Group Identity and Perceived Target of Threat. *European Economic Review*. 90, 122-133.
- * Güth, W., Levínský, R., Pull, & **Weisel, O.** (2016). Tournaments and piece rates revisited: A theoretical and experimental study of output-dependent prize tournaments. *Review of Economic Design*. 20 (1), 69-88.
- Weisel, O.**, & Shalvi, S. (2015). The collaborative roots of corruption. *Proceedings of the National Academy of Sciences*. 112 (34), 10651-10656.
- Weisel, O.**, & Böhm, R. (2015). Ingroup Love and Outgroup Hate in Intergroup Conflict Between Natural Groups. *Journal of Experimental Social Psychology*. 60, 110-120.
- Weisel, O.** (2015). Negative and positive externalities in intergroup conflict: Exposure to the opportunity to help the outgroup reduces the inclination to harm it. *Frontiers in Psychology*. 6.
- Halevy, N., Kreps, T., **Weisel, O.**, & Goldenberg, A. (2015). Morality in Intergroup Conflict. *Current Opinion in Psychology*. 6, 10-14.
- Israel, S., **Weisel, O.**, Ebstein, R. P., & Bornstein, G. (2012). Oxytocin, but not vasopressin, increases both parochial and universal altruism. *Psychoneuroendocrinology*. 37, 1341-1344.
- Halevy, N., **Weisel, O.**, & Bornstein, G. (2012). In-Group "Love" and Out-Group "Hate" in Repeated Interaction between Groups: Overcoming a History of Conflict. *Journal of Behavioral Decision Making*. 25, 188-195.
- * Bornstein, G., & **Weisel, O.** (2010). Punishment, Cooperation, and Cheater Detection in "Noisy" Social Exchange. *Games*. 1, 18-33.

Book chapters

- Shalvi, S., **Weisel, O.**, Kochavi-Gamliel, S. & Leib, M. (forthcoming, 2015). Corrupt collaboration: A behavioral ethics approach. In *Van Prooijen, J. W., & Van Lange, P. A. M. (Eds.), Cheating, Corruption, and Concealment*. Cambridge University Press.

WORKING PAPERS

(* authors ordered alphabetically)

- * Gächter, S., Weber T., & **Weisel, O.** (2015). Cooperators, free riders and punishment: free riders punish too.
- * Ploner, M., Soraperra, I., & **Weisel, O.** (2015). Giving to, and taking from, Max and Fritz: The effects of victim identity and framing on cheating.
- * Kurschilgen, M., Morell, A., & **Weisel, O.** (2015). Asymmetric price competition between teams.
- * Crosetto, P., **Weisel, O.**, & Winter. (2012). A flexible z-Tree implementation of the Social Value Orientation Slider Measure (Murphy et al. 2011) – Manual. Jena Economic Research Papers 2012-062.
- Willer, R., Flynn, F. J., Feinberg, M., Mensching, O., Ferreira, V., Bianchi, A., Choshen-Hillel, S., **Weisel, O.**, Peng, K., & Fetchenhauer, D. (2011). The Dynamics of Generalized Reciprocity.

MANUSCRIPTS IN PREPARATION

(* authors ordered alphabetically)

- Weisel, O.**, Zultan, R., Kochavi, S., Leib, M., Shalev, H., & Shalvi, S. (in preparation). Oxytocin and corrupt collaboration.
- Danilov, A., **Weisel, O.**, Shalvi, S., Irlenbusch, B. (in preparation). Organizational hierarchy and corruption.
- * Gächter, S., Weber T., & **Weisel, O.** (in preparation). The effects of peer- and pool-punishment on cooperation.
- * Gächter, S., Molleman, L., & **Weisel, O.** (in preparation). Trust and cooperation behind the veil of ignorance.

PRESENTATIONS

- 2016 DMEP-Ratio workshop on Conflict Between and Within People, Ben-Gurion University, Be'er Sheva, Israel
 Workshop on Game Theory and Experimental Economics, Capua, Italy
 1st Collier Conference on Behavioral Economics: incentives and Behavior Change, Tel Aviv University, Israel
 ESA World Meeting, Jerusalem, Israel
- 2015 Center for Research in Experimental Economics and Political Decision Making (CREED), University of Amsterdam, Amsterdam, Netherlands
 16th International Conference on Social Dilemmas, Hong Kong, China
 DMEP-Ratio workshop on cooperation: cultural aspects and norms, Ben-Gurion University, Be'er Sheva, Israel
 Inequality, Trust, and Ethics Conference, London, United Kingdom
 Social Norms and Institutions, Ascona, Switzerland
 DMEP-Ratio workshop on competition and cooperation, Ben-Gurion University, Be'er Sheva, Israel
- 2014 University of Amsterdam, Amsterdam, Netherlands
 Thurgau Experimental Economics Meeting – Cooperation and competition within and between groups, Stein am Rhein, Switzerland
 International Association of Conflict Management Conference, Leiden, Netherlands
 17th General Meeting of the European Association of Social Psychology, Amsterdam, Netherlands
 Dmep seminar, Ben-Gurion University, Be'er Sheva, Israel
- 2013 15th International Conference on Social Dilemmas, Zurich, Switzerland
 Center for Decision Research and Experimental Economics, Nottingham University, UK
 4th Southern Europe Experimentalists Meeting, Tenerife, Spain
 Mini Workshop on Experimental Economics, Max Planck Institute of Economics, Jena, Germany
 Ninth International Meeting on Experimental and Behavioral Economics (IMEBE), Madrid, Spain
- 2012 4th Biennial Conference on the Economics and Psychology of Football, Heidelberg, Germany
 Thurgau Experimental Economics Meeting – Institutions and Behavior, Kreuzlingen, Switzerland
 Economics department, Ben-Gurion University, Be'er Sheva, Israel

- 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
- Economic Science Association Conference, New York, New York
- SABE Conference, Granada, Spain
- Economics department, The Hebrew University, Jerusalem
- Conference - Current research in behavioral and experimental law and economics, Tel-Aviv
- 2011 Mini Workshop on Experimental Economics, Max Planck Institute of Economics, Jena, Germany
- Heidelberg-Hebrew University Anniversary Meeting - Rationality in science and society, Heidelberg, 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
- 2006 Affect, Motivation and Decision Making International Conference, Ein Boqueq, Israel

TEACHING INTERESTS

Behavioural science, Experimental methodology, inter-group relations/conflict, Behavioural ethics

TEACHING EXPERIENCE

SOLE INSTRUCTOR, TEL AVIV UNIVERSITY, COLLER SCHOOL OF MANAGEMENT

Empirical Research Methods, 2016-17

SOLE INSTRUCTOR, WINGATE INSTITUTE

Game Theory – Theory, Applications, and Behavior, 2010

CO-INSTRUCTOR, INTERNATIONAL MAX PLANCK RESEARCH SCHOOL

Team Games – Intra- and Inter-Group Conflict (with Robert Böhm, 2015)

TEACHING ASSISTANT, HEBREW UNIVERSITY

Introduction to Statistics and Methodology (Department of Psychology, Prof(s). Yovel, Cohen, 2006-2011)

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

- 2007, 2008 IMPRS-Uncertainty Summer School, Max Planck Institute for Economics, Jena, Germany
- 2006 Summer Institute on Bounded Rationality in Psychology and Economics, Max Planck Institute for Human Development, Berlin, Germany
- 2005 8th Jena Workshop on Intergroup Processes: Social and Cognitive Change in Intergroup Relations, Jena, Germany

CONFERENCE AND WORKSHOP ORGANIZATION

- 2011 Academic coordinator of the 20th annual retreat of the Center for the Study of Rationality
- 2010 Co-organizer of the 4th IMPRS-Uncertainty Topic Workshop, Jerusalem, Israel

AD-HOC REVIEWER

Cognition and Emotion, Decision Analysis, European Economic Review, European Journal of Social Psychology, Israel Science Foundation, Journal of Behavioral and Experimental Economics, Journal of Experimental Social Psychology, Frontiers in Psychology, Personality and Social Psychology Bulletin

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.

LANGUAGES

Hebrew (native), English (native)