

Avishalom Tor

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PROFESSIONAL EXPERIENCE

NOTRE DAME LAW SCHOOL

Director, ND LAMB (Notre Dame Research Program on Law and Market Behavior) 2012 -
Professor of Law 2011 -
Areas of teaching: Antitrust, Corporations, Behavioral analysis of law
Visiting Professor Fall 2010

UNIVERSITY OF ST. GALLEN, SWITZERLAND

Max Schmidheiny Foundation Visiting Professor of Entrepreneurship and Risk May 2016

UNIVERSITY OF HAIFA FACULTY OF LAW, ISRAEL

Global Professor of Law 2015 -
Senior Lecturer (tenured) 2008 - 2011
Co-Director, The Haifa Forum for Law and Markets 2007 - 2011
Lecturer (tenure track). 2004 - 2008

HAMBURG UNIVERSITY, GERMANY

Erasmus Mundus Visiting Scholar June 2012
Visiting Professor, Graduate School (Ph.D.),
The Economics of the Internationalisation of the Law Summer 2011
Visiting Professor, Erasmus Mundus European Master in Law and Economics Spring 2007

FORDHAM LAW SCHOOL

Visiting Professor Spring 2011

FEDERAL TRADE COMMISSION

Consultant, Commissioner Pamela Jones Harbour 2004 - 2006
Attorney Adviser, Commissioner Pamela Jones Harbour 2003 - 2004
(Advice on all economics and law matters; emphasis on antitrust)

GEORGE MASON UNIVERSITY SCHOOL OF LAW

Visiting Research Professor, Critical Infrastructure Protection Project (CIPP) Spring 2003

BOSTON UNIVERSITY SCHOOL OF LAW

Lecturer (adjunct) 2000 - 2003

HARVARD BUSINESS SCHOOL

Research Associate, Professor Max H. Bazerman 2000 - 2001

HARVARD LAW SCHOOL

Byse Seminar, Behavioral Analysis of Law Fall 1999

Teaching Assistant, Perspectives on American Law, *Professor Ann-Marie Slaughter* 1998 - 1999

EDUCATION**HARVARD LAW SCHOOL**

Doctor of Juridical Science (S.J.D.) 1998 - 2003

Master of Laws (LL.M.), *Magna cum Laude* (waived) 1997 - 1998

THE HEBREW UNIVERSITY OF JERUSALEM

LL.B. and B.A. (Psychology), *Magna cum Laude* 1992 - 1996

Honors Joint Degree Program in Law and Psychology

GRANTS, FELLOWSHIPS, AND HONORS**UNIVERSITY OF NOTRE DAME**

Program Grant 2012 - 2018

Grant of the Office of the Vice President for Research and the Law School to establish the *Notre Dame Research Program on Law and Market Behavior* (ND LAMB)

EUROPEAN UNION

Marie Curie International Reintegration Grant 2006 - 2009

UNIVERSITY OF HAIFA

University Excellence in Teaching Award 2009 - 2010

Haifa Center for German and European Studies Seed Money Research Grant 2009 - 2010

University Seed Money Research Grant 2005 - 2006

HARVARD LAW SCHOOL

Next Generation Research Grant, Program on Negotiation 2002 - 2003

Research Fellowship, John M. Olin Center for Law, Economics, and Business 1998 - 1999,
2001 - 2003

John M. Olin Prize for producing an outstanding paper in the area of law and economics. Paper: <i>The Fable of Entry: Bounded Rationality, Market Discipline, and Legal Policy</i>	May 2002
Program on Negotiation Fellowship	2001 - 2002
Russell Sage Foundation Fellowship , Summer Institute in Behavioral Economics	July 2000
Clark Byse Fellowship	1999 - 2000
The E. David Fischman Scholarship , United Jewish Fund and Council	1998 - 2000
Graduate Program Fellowship	1998 - 1999
Fulbright Fellowship	1997 - 1999

THE HEBREW UNIVERSITY OF JERUSALEM SCHOOL OF LAW

Editor , <i>Mishpatim: The Hebrew University Law Review</i>	1996 - 1997
Dean's List (Top 5% of all 900 LL.B. students at the school)	1992 - 1996
Dean's Prize (Placed 2 nd among all LL.B. students at the law school)	1993 - 1994

PUBLICATIONS

LEGAL RESEARCH

- *Boundedly Rational Entrepreneurs and Antitrust*, in ENTREPRENEURSHIP AND ANTITRUST (Greg Gundlach ed., forthcoming 2016).
- *The Critical and Problematic Role of Bounded Rationality in Nudging*, in NUDGING—POSSIBILITIES, LIMITATIONS AND APPLICATIONS IN EUROPEAN LAW AND ECONOMICS 3 (KLAUS MATHIS & AVISHALOM TOR EDS., 2016).
- NUDGING—POSSIBILITIES, LIMITATIONS AND APPLICATIONS IN EUROPEAN LAW AND ECONOMICS (KLAUS MATHIS & AVISHALOM TOR EDS., 2016).
- *The Next Generation of Behavioural Law and Economics* in BEHAVIOURAL LAW AND ECONOMICS: AMERICAN AND EUROPEAN PERSPECTIVES 17 (KLAUS MATHIS ED. 2015).
- *Understanding Behavioral Antitrust*, 92 TEXAS LAW REVIEW 573 (2014).
- *The Market, The Firm, and Behavioral Antitrust* in THE OXFORD HANDBOOK OF BEHAVIORAL ECONOMICS AND THE LAW 539 (Doron Teichman & Eyal Zamir eds. 2014).
- *Some Challenges Facing a Behaviorally-Informed Approach to the Directive on Unfair Commercial Practices* in UNFAIR COMMERCIAL PRACTICES: THE LONG ROAD TO HARMONIZED LAW ENFORCEMENT 9 (Tihamer Toth ed. 2013).
- *The Innocence Effect*, 62 DUKE LAW JOURNAL 343 (2012) (with Oren Gazal-Ayal).
- *Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin*, 2011 UNIVERSITY OF ILLINOIS LAW REVIEW 805 (2011) (with William Rinner).
- *Foreward: Advances in the Behavioral Analysis of Law: Markets, Institutions, and Contracts*, 74 LAW & CONTEMPORARY PROBLEMS i (2011) (symposium introduction).

- *Whether and When to Debias through Law*, 12 LAW AND BUSINESS 41 (2010) [In Hebrew].
- *Fairness and the Willingness to Accept Plea Bargain Offers*, 7 JOURNAL OF EMPIRICAL LEGAL STUDIES 97 (2010) (with Oren Gazal-Ayal & Stephen M. Garcia).
- *Unilateral, Anticompetitive Acquisitions of Dominance or Monopoly Power*, 76 ANTITRUST LAW JOURNAL 847 (2010).
- *Introduction: Expansion and Contraction in Monopolization Law*, 76 ANTITRUST LAW JOURNAL 653 (2010) (with Michal S. Gal & Spencer Weber Waller).
- *The Impact of Innocence on Plea Bargaining: Empirical Findings, Psychological Insights, and Normative Implications*, 39 MISHPATIM: THE HEBREW UNIVERSITY LAW REVIEW 115 (2009) (with Oren Gazal-Ayal) [In Hebrew].
- *The Methodology of the Behavioral Analysis of Law*, 4 HAIFA LAW REVIEW 237 (2008).
- *Comment: On Experimental Law and Economics and Default Breach Remedies*, 163 JOURNAL OF INSTITUTIONAL AND THEORETICAL ECONOMICS 26 (2007).
- *Overcoming Impediments to Information Sharing*, 55 ALABAMA LAW REVIEW 231 (2004) (with Amitai Aviram).
- *Illustrating a Behaviorally-Informed Approach to Antitrust Law: Section 2 Predation and Beyond*, 18 ANTITRUST 52 (2003).
- *Incentives to Create under a "Lifetime-Plus-Years" Copyright Duration: Lessons from a Behavioral Economic Analysis for Eldred v. Ashcroft*, in Symposium: Eldred v. Ashcroft: Intellectual Property, Congressional Power, and the Constitution, 36 LOYOLA OF LOS ANGELES LAW REVIEW 437 (2002) (with Dotan Oliar).
- *The Fable of Entry: Bounded Rationality, Market Discipline, and Legal Policy*, 101 MICHIGAN LAW REVIEW 482 (2002).

BEHAVIORAL RESEARCH

- *Gender and Competitive Preferences: The Role of Competition Size*, 101 JOURNAL OF APPLIED PSYCHOLOGY 1122-33 (2016) (with Kathrin J. Hanek & Stephen M. Garcia).
- *The Psychology of Competition: A Social Comparison Perspective*, 8 PERSPECTIVES ON PSYCHOLOGICAL SCIENCE 634 (2013) (with Stephen M. Garcia & Tyrone M. Schiff).
- *The N-Effect: Beyond Winning Probabilities*, 21 PSYCHOLOGICAL SCIENCE 748 (2010) (with Stephen M. Garcia).
- *The Price of Equality: Suboptimal Resource Allocations across Social Categories*, 20 BUSINESS ETHICS QUARTERLY 75 (2010) (with Stephen M. Garcia, Max H. Bazerman, Shirli Kopelman, and Dale T. Miller).
- *The N-Effect: More Competitors, Less Competition*, 20 PSYCHOLOGICAL SCIENCE 871 (2009) (with Stephen M. Garcia).
- *Rankings, Standards, and Competition: Task vs. Scale Comparisons*, 102 ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES 95 (2007) (with Stephen M. Garcia).

- *Ranks and Rivals: A Theory of Competition* 32 PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN 970 (2006) (with Stephen M. Garcia & Richard Gonzalez).
- *Profit Maximization versus Disadvantageous Inequality in Choice Behavior: The Impact of Self Categorization*, 18 JOURNAL OF BEHAVIORAL DECISION MAKING 187 (2005) (with Stephen M. Garcia, Max H. Bazerman & Dale T. Miller).
- *Focusing Failures in Competitive Environments: Explaining Decision Errors in the Monty Hall Game, the Acquiring a Company Problem, and Multi-Party Ultimatums*, 16 JOURNAL OF BEHAVIORAL DECISION MAKING 353 (2003) (with Max H. Bazerman).

PROFESSIONAL ARTICLES

- *On the Behavioral Analysis of Law*, UNIVERSITY OF HAIFA MAGAZINE 26 (Fall 2005) [In Hebrew].
- *A Behavioral Approach to Antitrust Law and Economics*, 14 CONSUMER POLICY REVIEW 2 (2004).

CONFERENCES AND INVITED PRESENTATIONS

N-Equality: More People, Less (Concern for) Equality?, The 33th Annual Meeting of the European Association of Law and Economics (EALE), Bologna, Italy, September 2016.

N-Equality: More People, Less (Concern for) Equality?, 15th TIBER Symposium on Psychology and Economics, Tilburg, The Netherlands, August 2016.

Competition Law and the Construction of Consumer Preferences, Annual Meeting of the German Law and Economics Association (GLEA), Budapest, Hungary, July 2016.

Comment on Polk “Product Differentiation, Leniency Programs and Cartel Stability”, Annual Meeting of the German Law and Economics Association (GLEA), Budapest, Hungary, July 2016.

Keynote Address: Competition, Innovation, and the Construction of Consumer Preferences, 11th Conference of the Academic Society of Competition Law (ASCOLA), Leiden, The Netherlands, July 2016.

Constructed Preferences, Consumer Welfare, and Antitrust Law, Annual Meeting of the Society for Institutional and Organizational Economics (SIOE), Paris, France, June 2016.

Constructed Preferences, Competition, and Consumer Welfare, Antitrust in Transitional Markets—The 4th Haifa-Loyola Antitrust Conference, Haifa, Israel, June 2016.

N-Equality: More People, Less (Concern for) Equality?, American Law and Economics Association (ALEA) Annual Meeting, Harvard Law School, Cambridge, May 2016.

N-Equality: More People, Less (Concern for) Equality?, International Meeting of the Psychonomic Society, Granada, Spain, May 2016.

Is It Time to Disinfect the Sponge?, A Comment on “Sponge” by Ariel Ezrachi, 16th Annual Loyola Antitrust Colloquium, Chicago, April 2016.

Constructed Consumer Preferences, Competition, and the Law, Assessing Well-Being When Preferences Are Incoherent, Network for Integrated Behavioral Science, University of East Anglia, Norwich, United Kingdom, April 2016.

Justifying Antitrust: Prediction, Efficiency, and Welfare, Private and Commercial Law Workshop of the Hebrew University Law Faculty, Jerusalem, Israel, March 2016.

Just Nudging?, European Masters in Law and Economics (EMLE) Midterm Meeting, Hamburg, Germany, February 2016.

N-Equality: More People, Less (Concern for) Equality?, Society of Judgment and Decision Making (SJDM) Annual Meeting, Chicago, November 2015.

The Critical and Problematic Role of Bounded Rationality in Nudging, Max Planck Institute for Research on Collective Goods, Bonn, Germany, October 2015.

Comment on The Bounded Rationality of Firms and the Law of Predatory Pricing, LAMB Research Network Workshop in Behavioral and Experimental Law and Economics, Notre Dame in Dublin, July 2015.

Comments on Trust in Markets and Concluding Remarks, Trust and Empirical Evidence in Law Making and Legal Process, University of Oxford, U.K., June 2015.

Antitrust and Entrepreneurship from a Behavioral Perspective, AAI Invitational Symposium: Entrepreneurship and Antitrust, Washington D.C., June 2015.

Understanding Guilty Pleas, National Science Foundation RCN Symposium on Guilty Pleas, Albany, June 2015.

The Court and the Legal Academy: Law as a Craft Versus Law as a Science, 10th Annual Haifa Judicial Conference, University of Haifa, Israel, May 2015.

N-Equality: More People, Less (Concern for) Equality?, Inequality, Trust, and Ethics: Insights from Economics and Behavioral Ethics, Notre Dame in London, England, May 2015.

A Behavioural Perspective on Nudging and Beyond, Nudging—Possibilities, Limitations and Applications in European Law and Economics, Lucerne, Switzerland, April 2015.

Gender and Competition Size: Implications for Entry Decisions, Behavioral Law and Economics—New Directions (“BLEND”) II: Culture, Comparison, and Cognition, University of Hawaii-Manoa Richardson School of Law and Notre Dame Program on Law and Market Behavior, Honolulu, December 2014 (presentation by co-author).

Boundedly Rational Consumers: Three Challenges for Antitrust, Max Planck Institute for Research on Collective Goods, Bonn, Germany, November 2014.

Successive Monopoly and Tying in Antitrust Economics: A Comment on McChesney, The Notre Dame Law School 2014 Annual Law & Economics Symposium, November 2014.

Boundedly Rational Consumers: Three Challenges for Competition Law, The 55th Annual Meeting of the Italian Economic Association (SIE), Trento, Italy, October 2014.

Methodological Lessons of the Innocence Effect, University of Oxford, Faculty of Law, Oxford, UK, October 2014.

Boundedly Rational Consumers: Three Challenges for Competition Law, The 31th Annual Meeting of the European Association of Law and Economics (EALE), Aix-en-Provence, France, September 2014.

Accounting for Individual Differences in Rationality, Current Behavioral and Experimental Studies of Law, Notre Dame in London, England, July 2014.

Law in a Behaviorally-Complex World, Behavioral Law and Economics—New Directions (“BLEND”) I: Individual Differences in Judgment and Decision Behavior, Notre Dame in London, England, June 2014.

The Legal Implications of Individual Differences in Rationality, Behavioral Legal Studies: Cognition, Motivation, and Moral Judgments, Research Workshop of the Israel Science Foundation, Israel, June 2014.

Boundedly Rational Consumers: Three Challenges for Antitrust, Recent Challenges to Antitrust—The 3rd Haifa-Loyola Antitrust Conference, Haifa, Israel, May 2014.

The Next Generation of Behavioral Law and Economics, Behavioural Law and Economics: American and European Perspectives, Lucerne, Switzerland, April 2014.

Understanding Behavioral Antitrust, Max Planck Institute for Innovation and Competition, Munich, Germany, March 2014.

Understanding Behavioral Antitrust, Stanford Law School Law and Economics Workshop, Palo Alto, California, March 2014.

Understanding Behavioral Antitrust, Berkeley Law School Law and Economics Workshop, Berkeley, California, March 2014.

The Limits of Competition and Competition Law as a Means for Overcoming the Limits of Intellectual Property, Notre Dame Program on Law and Market Behavior Roundtable on “The Law and Economics of Intellectual Property in the Digital Age: The Limits of Analysis”, London, December 2013.

Understanding Behavioral Antitrust, Harvard Law School Law and Economics Workshop, Cambridge, Massachusetts, November 2013.

Understanding Behavioral Antitrust, International Society for New Institutional Economics (ISNIE) Annual Meeting, Florence, Italy, June 2013.

The Innocence Effect, Workshop on Criminal Justice, Association of American Law Schools (AALS) Midyear Meeting, San Diego, California, June 2013.

The Market, the Firm, and Behavioral Antitrust, Law and Economics Seminar, Pantheon-Assas University, Paris, France, May 2013.

Understanding Behavioral Antitrust, American Law and Economics Association (ALEA) Annual Meeting, Nashville, May 2013.

Some Challenges of Addressing Unfair Commercial Practices with Boundedly Rational Consumers, First Unfair Commercial Practices Conference, Pázmány Péter Catholic University and the Hungarian Competition Law Research Centre, Budapest, Hungary, May 2013.

Key Methodological Lessons of the Innocence Effect, Notre Dame Institute for Advanced Study (NDIAS) Seminar, Notre Dame, April 2013.

The Market, The Firm, and Behavioral Antitrust, Notre Dame Program on Law and Market Behavior Conference on Behavioral Law and Economics: Substance and Methodology, Notre Dame Law School, April 2013.

Understanding Behavioral Antitrust, Notre Dame Program on Law and Market Behavior and the University of Haifa Faculty of Law Center on Risk and Insurance Conference on Current Behavioral and Experimental Studies of Law, Tel Aviv, Israel, December 2012.

The Methodological Foundations of Behavioral Antitrust, University College London Law and Economic Centre and Notre Dame Program on Law and Market Behavior Conference on The Present and Future of Behavioral Antitrust, London, England, December 2012.

The Behavioral Approach to Competition Law, Max Planck Institute for Research on Collective Goods, Bonn, Germany, November 2012.

The Challenging Role of Intermediaries in Corporate Governance, Notre Dame Program on Law and Market Behavior Conference on The Role of Intermediaries in Corporate Governance: Empirical Evidence and Policy Challenges, Notre Dame Law School, October 2012.

The Innocence Effect, The 6th IMPRS Uncertainty Topics Workshop: Policy Implications of Law and Behavior, Rotterdam, Netherlands, October 2012.

Understanding Behavioral Antitrust, The 29th Annual Meeting of the European Association of Law and Economics (EALE), Stockholm, Sweden, September 2012.

The N-Effect in Social Preferences and Strategic Interaction, The 2012 Behavioral Decision Research in Management (BDRM) Conference, Boulder, Colorado, June 2012.

The Psychology of Competition: A Social Comparison Perspective, Annual Conference of the International Society for New Institutional Economics (ISNIE), USC Gould School of Law, June 2012.

Behavioral Law and Economics and Competition Law, Copenhagen Business School Law Department Seminar, June 2012.

Behaviorally-informed Regulation: Potential and Limits, Using Economics to Improve Regulation Conference, Research Center for Law and Economics (RCLE) at China University of Political Science and Law (CUPL), Beijing, May 2012.

Law, Economics, and Regulation, Beijing Foreign Studies University (BFSU), Beijing, May 2012.

Law, Economics, and Regulation, China University of Political Science and Law (CUPL), Beijing, May 2012.

The Psychology of Competition: A Social Comparison Perspective, 9th Atlanta Competitive Advantage Conference (ACAC), Atlanta, May 2012.

The Psychology of Competition: A Social Comparison Perspective, Eastern Academy of Management 49th Annual Meeting, Philadelphia, May 2012.

Corporate Governance, Business Associations and Private Law Making: A Comment, Eugene P. and Delia S. Murphy Conference in Corporate Law: Emerging Issues in Corporate Governance, Fordham Corporate Law Center, New York, May 2012.

Social Comparison, Competition, and the Law, University of Notre Dame Law and Economics Workshop, April 2012.

Justifying Intellectual Property from an Antitrust Perspective: A Comment on Merges, Notre Dame Law School Roundtable in Honor of Robert P. Merges, "Justifying Intellectual Property," April 2012.

Uncertainty, Crisis, and Human Behavior: A Comment on Posner, The Notre Dame Law School 2012 Annual Law & Economics Symposium, April 2012.

Understanding Behavioral Antitrust, The 60th Annual Spring Meeting of the ABA Section of Antitrust Law, Washington, D.C., March 2012.

Understanding the Potential and Limits of Behavioral Antitrust, The 2nd ABA Next Generation of Antitrust Scholarship Conference, NYU Law School, January 2012.

Understanding Behavioral Antitrust, Association of American Law Schools (AALS) Annual Meeting, Washington, D.C., January 2012.

The Innocence Effect, Israel Law and Economics Association (ILEA) Annual Meeting, Jerusalem, December 2011.

The Innocence Effect, The 28th Annual Meeting of the European Association of Law and Economics (EALE), Hamburg, September 2011.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, Fordham University School of Law Faculty Workshop, February 2011.

Post-Leegin Academic Work on Resale Price Fixing, The Joint Conduct and Pricing Conduct Committees, American Bar Association Section of Antitrust Law, New York, January 2011.

The Limits of Law as a Means for Promoting Rationality, The Joseph von Sonnenfels Center for the Study of Public Law and Economics, University of Vienna Department of Economics, Vienna, December 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, University of Minnesota Law Faculty Workshop, December 2010.

An Introduction to Behavioral Law and Economics, University of Notre Dame Law and Economics Workshop, November 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, University of Notre Dame Law Faculty Workshop, October 2010.

Boundedly Rational Resale Price Maintenance, European Association of Law and Economics (EALE) Annual Meeting, Paris, September 2010.

The Potential and Limits of Debiasing Through Law, Hebrew University of Jerusalem Faculty of Law Private Law Seminar, Jerusalem, Israel, May 2010.

Information Exchange in a "Sticky" World, The Competition Law and Economics of Information Exchange, Limassol, Cyprus, May 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, American Law and Economics Association (ALEA) Annual Meeting, Princeton, May 2010.

Boundedly Rational Resale Price Maintenance, ETH Workshop Series on Law and Economics, Zurich, Switzerland, April 2010.

Plea Bargaining and the Psychology of Innocence, ETH Lecture Series on Law and Economics, Zurich, Switzerland, April 2010.

Bundled Rebates: A Behavioral Perspective, Second International Colloquium on the Recent Developments in the Enforcement of Article 102, AGCM (the Italian Antitrust Authority), Rome, Italy, April 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, Tilburg Law and Economics Center (TILEC), Tilburg, Netherlands, March 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, Max Planck Institute for Research on Collective Goods, Bonn, Germany, March 2010.

Behavioral Antitrust: A New Approach to the Rule of Reason after Leegin, Next Generation of Antitrust Scholarship Conference, NYU Law School, January 2010.

Boundedly Rational Resale Price Maintenance, Bar Ilan University Law and Economics Seminar, Ramat-Gan, Israel, January 2010.

The N-Effect: More Competitors, Less Competition, Society for Judgment and Decision Making (SJDM) Annual Meeting, Boston, November 2009 (presentation by co-author).

Fairness and the Willingness to Accept Plea Bargain Offers, Annual Conference on Empirical Legal Studies (CELS), Los Angeles, November 2009.

A Behavioral Perspective on Antitrust, Antitrust Summit at Como, Lake Como, Italy, October 2009.

Rivalry Diminishes with the Number of Rivals: A Psychological Perspective on Strategy, Academy of Management Annual Meeting, Chicago, August 2009 (presentation by co-author).

How Rivalry Diminishes with the Number of Rivals: A Psychological Perspective on Competitive Strategy, 7th SICS-Summer Institute in Competitive Strategy, University of California at Berkeley, July 2009 (presentation by co-author).

Anticompetitive Acquisitions of Market Power: Evaluating the U.S. and E.U. Approaches, Issues at the Forefront of Monopolization and Abuse of Dominance Conference, Haifa, Israel, May 2009.

Innocence, Fairness, and the Willingness to Accept Plea Bargain Offers, American Law and Economics Association (ALEA) Annual Meeting, San Diego, May 2009.

The N-Effect: More Competitors, Less Competition, American Law and Economics Association (ALEA) Annual Meeting, San Diego, May 2009.

The Potential and Limits of Debiasing Through Law, Psychology and Law Conference, Interdisciplinary Center Herzliya, Israel, May 2009.

Developing A Legal Research Identity, Program, and Methodology: Behavioral Analysis of Law, Doctoral Students' Forum, University of Haifa Faculty of Law, Israel, March 2009.

Innocence, Fairness and the Willingness to Accept Pleas, Empirical Legal Studies Conference, Tel-Aviv University School of Law, Israel, March 2009.

Innocence, Fairness, and the Willingness to Accept Plea Bargain Offers, European Masters in Law and Economics (EMLE) Midterm Meeting, Hamburg, Germany, February 2009.

Recognizing the Behavioral Agency Problem, Max Planck Institute for Research on Collective Goods, Bonn, Germany, February 2009.

Vertical Restraints Law and Economics in Israel: Present and Future, Israeli Antitrust Law and Economics, Tel Aviv, Israel, November 2008.

Innocence, Fairness, and the Willingness to Accept Plea Bargain Offers, Law and Economics Seminar, University of Haifa Faculty of Law, Israel, November 2008.

The Methodology of the Behavioral Analysis of Law, European Association for Law and Economics (EALE), Haifa, Israel, September 2008.

The N-Effect: More Competitors, Less Competition, Academy of Management Annual Meeting, California, August 2008 (presentation by co-author).

Rankings, Social Comparison, and Fairness: Implications for Pay Secrecy Rules, Decision Consortium May Conference, Ann Arbor, May 2008 (presentation by co-author).

Fairness in Plea Bargain Decision Making, Israel Economic Association (IEA), Neve Ilan, Israel, June 2007.

The Psychology of Plea Bargaining, Quick Justice Conference, The Hebrew University of Jerusalem, Israel, June 2007 (presentation by co-author).

Behavioral and Experimental Analyses of Law, Behavioral Approaches to Legal Compliance: Social Norms, Self-Interest, and Cooperation, The Hebrew University of Jerusalem, Israel, May 2007.

On the Methodology of the Behavioral and Experimental Analyses of Law, Max Planck Institute for Research on Collective Goods, Bonn, Germany, April 2007.

The Antitrust Analysis of Search Engines, The Law of Search Engines Conference, University of Haifa Faculty of Law Center for Law & Technology, Israel, December 2006.

Ranking and Competition: Task vs. Scale Comparisons, Society for Judgment and Decision Making (SJDM) Annual Meeting, Houston, November 2006.

Ranking and Competition: Task vs. Scale Comparisons, Academy of Management Annual Meeting, Atlanta, August 2006.

A Behavioral Approach to Default Remedies for Breach of Contract, The 2006 New Institutional Economics Conference, Bad Meinberg, Germany, June 2006.

Substantive Fairness and Comparative Evaluation in Plea Bargain Decision Making, Israeli Law and Economics Association (ILEA) Annual Conference, Herzliya, Israel, June 2006.

Rankings, Social Comparison, and Fairness: Implications for Pay Secrecy Policies, Behavioral and Experimental Law and Economics Conference, University of Haifa Faculty of Law, Israel, June 2006.

Behavioral and Experimental Law and Economics: Applications and Methodology, Behavioral and Experimental Law and Economics Conference, University of Haifa Faculty of Law, Israel, June 2006.

Experimental Tests of Plea Bargain Decision Making, Max Planck Institute for Research on Collective Goods, Bonn, Germany, May 2006.

Substantive Fairness and Comparative Evaluation in Plea Bargain Decision Making, EU-FP6 Marie Curie MC2 Conference, Manchester, England, April 2006

Substantive Fairness and Comparative Evaluation in Plea Bargain Decision Making, The Decision Consortium, University of Michigan at Ann Arbor, February 2006.

Ranks and Rivals: Implications for Maximizing Joint Gains, Academy of Management Annual Meeting, Honolulu, August 2005.

Ranks and Rivals: Implications for Maximizing Joint Gains, International Association for Conflict Management Conference, Seville, Spain, June 2005.

Vertical Restraints, Judges' Antitrust Law Seminar, Neve Ilan, Israel, May 2005.

Criminal Enforcement of the Antitrust Laws: A Comparative View, Annual Antitrust Symposium, University of Haifa Faculty of Law, Israel, March 2005.

On the Psychology of Competition, Dean's Award Ceremony, University of Haifa Faculty of Law, Israel, January 2005.

Profit Maximization in Joint Evaluation: Social Category-Based Preference Reversals, Society for Judgment and Decision Making (SJDM) Annual Meeting, Vancouver, November 2003).

Overcoming Impediments to Information Sharing, Sloan Workshop, Georgetown University Law Center, Washington D.C., September 2003.

Information Sharing in Critical Infrastructure Industries, Critical Infrastructure Protection Project Airlie House Conference, Virginia, September 2003.

The Legal Relevance of Systematic Errors in Competitive Decision Making, S.J.D. Colloquium, Harvard Law School, Cambridge, May 2003.

Developing a Behavioral Approach to Antitrust Law and Economics, Institute for Consumer Antitrust Studies, Loyola University Chicago School of Law, Chicago, April 2003.

Incentives to Create under a "Lifetime-Plus-Years" Regime of Copyright Duration, Loyola University Chicago School of Law, March 2003.

Behavioral Law and Economics and Beyond: Outlining a Research Agenda, Faculty Workshop, Loyola University Chicago School of Law, March 2003.

The Fable of Entry: Bounded Rationality, Market Discipline, and Legal Policy, Law School Faculty Workshops at Chicago, Penn, Duke, Georgetown, Vanderbilt, George Washington, George Mason, and Cardozo, November 2002 – April 2003.

What Does Behavioral Law and Economics Have to Offer Antitrust Law?, American Antitrust Institute Meeting, Northeastern University School of Law, Boston, May 2002.

Individuals' Preferences over Remedies for Breach of Contract: Exploratory Experimental Tests, Olin Center for Law, Economics, and Business, Harvard Law School, Cambridge, March 2002.

Bounded Rationality and the Efficacy of Competition, S.J.D. Colloquium, Harvard Law School, Cambridge, May 2001.

Psychology and Law: Past, Present, and Future, Attorneys' Seminar at the Office of the District Attorney for the Northern District of Israel, Nazareth, Israel, December 1998.

SERVICE

OFFICES IN SCHOLARLY ORGANIZATIONS

<i>Management Board</i> , European Association for Law and Economics (EALE)	2011 - 2014
<i>Secretary</i> , European Association for Law and Economics (EALE)	2008 – 2011

ORGANIZATION OF CONFERENCES

3rd LAMB Corporate Governance Symposium: Hedge Fund Activism in Corporate Governance—Empirical Evidence and Policy Implications, Notre Dame Law School, April 2016 (with M. Cremers).

Competition Policy, Innovation, and Procurement, Joint Conference of the Institute for Advance Study in Toulouse (IAST) - Toulouse School of Economics - University of Toulouse Capitole and the Notre Dame Program on Law and Market Behavior, Toulouse, France, December 2015 (with S. Sepe).

LAMB Research Network Workshop in Behavioral and Experimental Law and Economics, Notre Dame Program on Law and Market Behavior, Notre Dame in Dublin, Ireland, July 2015.

Trust and Empirical Evidence in Law Making and the Legal Process, University of Oxford and Notre Dame Program on Law and Market Behavior, Oxford, England, June 2015 (with G. Helleringer and N. Kreutzfeld).

2nd LAMB Corporate Governance Symposium: Limiting Shareholder Rights—Entrenching Management or Establishing Commitments?, Notre Dame Law School, April 2015 (with M. Cremers).

Nudging—Possibilities, Limitations and Applications in European Law and Economics, University of Lucerne Center for Law and Sustainability and the Notre Dame Program on Law and Market Behavior, Lucerne, Switzerland, April 2015 (with K. Mathis).

Behavioral Law and Economics—New Directions (“BLEND”) II: Culture, Comparison, and Cognition, University of Hawaii Manoa Richardson School of Law and Notre Dame Program on Law and Market Behavior, Honolulu, December 2014 (with J. Levinson).

Current Behavioral and Experimental Studies of Law, Notre Dame Program on Law and Market Behavior, Notre Dame in London, July 2014.

Behavioral Law and Economics—New Directions (“BLEND”) I: Individual Differences in Judgment and Decision Behavior, Notre Dame Program on Law and Market Behavior, Notre Dame in London, June 2014.

Behavioral Law and Economics: American and European Perspectives, University of Lucerne Center for Law and Sustainability and the Notre Dame Program on Law and Market Behavior, Lucerne, Switzerland, April 2014 (with K. Mathis).

IP Law and Economics: The Limits of Analysis, Notre Dame Program on Law and Market Behavior, Notre Dame in London, December 2013 (with M. McKenna).

Google Search: Antitrust and IP Perspectives, Notre Dame Program on Law and Market Behavior, Notre Dame Law School, April 2013.

Behavioral Law and Economics: Substance and Methodology, Notre Dame Program on Law and Market Behavior, Notre Dame Law School, April 2013.

Current Behavioral and Experimental Studies of Law, Notre Dame Program on Law and Market Behavior and the University of Haifa Faculty of Law Center on Risk and Insurance, Tel Aviv, Israel, December 2012.

The Present and Future of Behavioral Antitrust, University College London Law and Economic Centre and Notre Dame Program on Law and Market Behavior, London, England, December 2012.

The Role of Intermediaries in Corporate Governance: Empirical Evidence and Policy Challenges, Notre Dame Program on Law and Market Behavior, Notre Dame Law School, October 2012.

Advances in the Behavioral Analysis of Law: Markets, Institutions, and Firms, University of Haifa Faculty of Law, Israel, December 2009.

Issues at the Forefront of Monopolization and Abuse of Dominance, University of Haifa Faculty of Law, Israel, May 2009 (with M. Gal and S. Waller).

Behavioral and Experimental Law and Economics: Current Applications and Methodological Challenges, University of Haifa Faculty of Law, Israel, June 2006.

GUEST EDITOR OF SCHOLARLY JOURNAL VOLUMES

LAW & CONTEMPORARY PROBLEMS, ***Special Issue: Advances in the Behavioral Analysis of Law: Markets, Institutions, and Contracts***, Volume 74:2, 2011.

ANTITRUST LAW JOURNAL, ***Symposium: Issues at the Forefront of Monopolization and Abuse of Dominance***, Volume 76:3, 2010 (with M. Gal and S. Waller).

MEMBERSHIP IN SCHOLARLY ORGANIZATIONS

Academic Society for Competition Law (ASCOLA);
American Association of Law Schools (AALS),
Sections of Antitrust, Business Associations, and Law and Economics;
American Law and Economics Association (ALEA);
Association of Psychological Science (APS);
European Association of Law and Economics (EALE);
Israel Law and Economics Association (ILEA);
Society for Empirical Legal Studies (SELS);
Society for the Advancement of Behavioral Economics (SABE);
Society for Judgment and Decision Making (SJDM).

PEER REVIEWING

International Journals

American Law and Economics Review (ALER); Antitrust Law Journal (ALJ); Journal of Legal Studies (JLS); Journal of Decision Making (JDM); Law & Contemporary Problems (L&CP); Review of Law and Economics (RLE)

Israeli Legal Journals (Hebrew)

Haifa Law Review (Din U'Dvarim); Hebrew University Law Review (Mishpatim); Israel Law Review; Law and Business, The Interdisciplinary Center Herzliya Law Review Studies in Law (Mehkarei Mishpat), Law Review of Bar Ilan University School of Law

Academic Presses

Cambridge University Press: Law (behavioral law and economics); Routledge Research: Business & Management / Economics, Routledge Books: United Kingdom (corporate governance and behavioural law and economics)

Scientific Grants

European Union 7th Framework (security); Israel Science Foundation (ISF) (behavioral & experimental analyses of law); German-Israeli Foundation for Scientific Research & Development (corporate governance) (GIF); Belgian Fund for Scientific Research (FNRS) (behavioral law and economics).

TEACHING

Corporate Law: Business Associations; Seminar: Corporate Governance.

Antitrust Law: Antitrust Law; Antitrust, Technology, and IP (elective and seminar).

Behavioral Law and Economics: Introduction to the Behavioral Analysis of Law; Behavioral Law and Economics; Research Seminar: Markets, Regulation, and Rationality.

SUPERVISION OF GRADUATE THESES

Supervisor and second reader of multiple LL.M. Theses in the areas of law and economics; behavioral law and economics; antitrust; and corporate law and governance.

RESEARCH FEATURED IN MEDIA

INTERNATIONAL AND NATIONAL MEDIA

Where Men and Women Like to Compete: A Link between Gender and Competition at Work, WALL STREET JOURNAL, June 8, 2016.

When Competition Helps and Hurts Motivation: Whether Competition Motivates or De-motivates Depends on Gender and Numbers, PSYCHOLOGY TODAY, October 11, 2012.

The Bigger the Rat Race, the Less Motivated the Rats, THE JERUSALEM POST, Dec. 26, 2009.

La Competencia está en La Sangre, LA VANGUARDIA (Spain), December 19, 2009.

Taking the SAT in a Crowded Room Means Lower Scores, NEWSWEEK, December 16, 2009.
Prüfungserfolg in der Gruppe, FRANKFURTER NEUE PRESSE (Germany), December 11, 2009.
Competing against Large Numbers Subdues Performance, THE TIMES OF INDIA, December 7, 2009.
Daha Fazla Rakip, Daha Az Rekabet, YAKIN DÜNYA HABER (Turkey), December 7, 2009.
Researchers: Small Class Size Increases Motivation, HAARETZ (Israel), December 4, 2009.
Are Fewer Competitors a Good Thing?, BUSINESS WEEK, July 21, 2009.
Psyched Out: The Fewer the Competitors, the Harder They Try, ECONOMIST, July 9, 2009.
Uncommon Knowledge: Surprising Insights from the Social Sciences, BOSTON GLOBE, January 4, 2009.
Blinded by the Limelight, U.S. NEWS & WORLD REPORT, August 28, 2006.

PROFESSIONAL AND LOCAL MEDIA

Women's preference for smaller competition may account for inequality, PHYS.ORG, May 12, 2016.
Motivation by the Numbers, MICHIGAN LSA MAGAZINE, Fall 2012.
Faster, Higher, Stronger, THE PSYCHOLOGIST (The British Psychological Society), 25(7) July 2012 (feature article).
Vying for the Prize: Competition in Large and Small Groups, OBSERVER (Association for Psychological Science), 23(9) November 2010 (cover story).
Ineffectiveness and the N-Effect, THE DAILY SOUND (California), March 12, 2010.
No Strength in Numbers, ED. (The Magazine of the Harvard School of Education), 53(2), Winter 2010.
Prüfungserfolg in der Gruppe, FRANKFURTER NEUE PRESSE, December 11, 2009.
Poor Marks? Here's an Excuse, EDMONTON JOURNAL, February 19, 2009.
Forced Rankings of Employees Bad for Business, MACHINE DESIGN, September 27, 2007.
The Best Places to Work, MEDICAL DESIGN, September 1, 2007
Are We in Competition?, HARVARD NEGOTIATION NEWSLETTER, February 2006

LEGAL PRACTICE

GOODWIN, PROCTER LLP, BOSTON

Summer Associate (Corporate and Antitrust Litigation)

Summer 2000

SKADDEN, ARPS, SLATE, MEAGHER & FLOM, NEW YORK & BOSTON

Summer Associate (Antitrust Litigation, NYC; Corporate, Boston)

Summer 1999, 2000

GORNITZKY & CO. LAW FIRM, TEL AVIV

Associate and Apprentice (Corporate and Antitrust Practice)

1996 - 1997

BAR MEMBERSHIPS

Massachusetts, New York

Since 2001

Israel

Since 1997