

Shaul Shalvi

Personal information

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Amsterdam School of Economics
P.O.Box 15867
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Research interests

Behavioral Ethics, Judgment & Decision Making, Cooperation, Negotiation.

Academic positions

University of Amsterdam Amsterdam, The Netherlands
Full Professor of Behavioral Ethics, Economics 2020-present

University of Amsterdam Amsterdam, The Netherlands
Associate Professor, Economics & Psychology 2015-2020

Ben-Gurion University Beer-Sheva, Israel
Associate Professor, Psychology 2014-2015

Ben-Gurion University Beer-Sheva, Israel
Senior Lecturer, Psychology 2012-2014

University of Amsterdam Amsterdam, The Netherlands
Post-doctoral fellow, Psychology 2011-2012

Education

University of Amsterdam Amsterdam, The Netherlands
PhD, Psychology, *Cum Laude* 2011
Supervisors: Prof. dr. Carsten K.W. De Dreu & Dr. Michel J.J. Handgraaf

Hebrew University Jerusalem, Israel
Dual M.A., *Cum Laude* 2006
Social Psychology, Conflict Research, Management & Resolution; Supervisor: Prof. Ilana Ritov

Academic College of Tel-Aviv-Jaffa Tel Aviv, Israel
B.A. Behavioral Science, *Cum Laude* 2004

Academic visits

University of Pennsylvania

Philadelphia, PA

Visiting Graduate Student

Fall, 2009

Wharton Business School & Psychology Department

Leiden University

Leiden, The Netherlands

Erasmus exchange student

Fall, 2007

Psychology Department

Fellowships

Association for Psychological Science (APS), Fellow
 Society of Experimental Social Psychology (SESP), Fellow
 Tinbergen Institute (TI), Research Fellow
 Kurt Lewin Institute (KLI), Full member

Academic service

Editorial positions

2019 - present Associate Editor, [*Judgment and Decision Making*](#)
 2024 - present Editorial Board, [*Journal of Personality and Social Psychology*](#)
 2015 - present Editorial board, [*Organizational Behavior and Human Decision Processes*](#)
 2016-2018 Associate Editor, [*Journal of Experimental Social Psychology*](#)
 2014-2017 Associate Editor, [*Comprehensive Results in Social Psychology*](#)
 2018 Guest Editor, [*Journal of Personality and Social Psychology*](#)
 2018 Guest Editor, [*Organizational Behavior and Human Decision Processes*](#)
 2015 Section Editor, Morality and Ethics, [*Current Opinion in Psychology*](#)
 2016-2022 Editorial board, [*Personality and Social Psychology Bulletin*](#)

Ad-hoc reviewer (selected)

Interdisciplinary: *Nature, Science, Proceedings of the National Academy of Sciences USA, Nature Human Behavior, Nature Communications, Science Advances,*

Psychology: *Psychological Review, Psychological Science, Journal of Experimental Psychology: General, Journal of Personality and Social Psychology, Current Direction in Psychological Science.*

Economics / Political Science: *American Journal of Political Science, Economic Journal, European Economic Review, Games and Economic Behavior, Journal of the European Economic Association.*

Management: *European Management Review, Journal of Business Ethics, Management Science, Organizational Behavior and Human Decision Processes,*

Book publishers: *Cambridge University Press, Oxford University Press, Sage*

Funding agencies:

European Research Council, ERC Advanced grant; reviewer
 European Union Marie Curie Individual Fellowship (ECO-SOC Panel), committee member
 Dutch Science Foundation (NWO), committee member (vidi); reviewer
 German Science Foundation (DFG), reviewer
 Israel Science Foundation (ISF); reviewer and committee member
 Austrian Science Fund (FWF); reviewer for Special Research Program (SFB)
 Swiss National Science Foundation (SNF); reviewer
 U.S.-Israel Binational Science Foundation (BSF); reviewer
 German-Israel Foundation (GIF); reviewer
 National Institute for Psychobiology (Israel); reviewer
 National Science Foundation (NSF) - Risk and Management Science Program; reviewer
 Portuguese Foundation for Science and Technology (FCT); reviewer
 LEaDing Fellows Panel ([LFP](#)), a H2020-Marie Skłodowska-Curie COFUND Programme

Supervision

Mr. [T. Dorés Cruz](#) Post-doc (2023-now)
 Mr. [A. Hirmas](#) Post-doc (2023-now)
 Dr. [H. Rabinovitch](#) Post-doc (2023-now)
 Dr. [J. Mol](#) Post-doc (2020-now)
 Ms. [L. Vu](#) PhD student (2020-now)
 Dr. [I. Soraperra](#) Post-doc (2016-2023); Senior researcher, Max Planck Institute, Berlin
 Dr. [C. Molho](#) Post-doc (2021-2022); Assistant Prof. at VU Amsterdam
 Dr. [C. Ringdal](#) Post-doc (2018-2020); Assistant Prof. at CMI
 Prof. Dr. [N. Kobis](#) Post-doc (2016-2020); Full professor University Duisburg-Essen
 Dr. [A. Pittarello](#) Post-doc (2014-2016); Assistant Prof. at Stony Brook University
 Dr. [M. Leib](#) PhD student (2015-2021); Assistant Prof. at Tilburg U.
 Dr. [T. Gordon](#) PhD student (2015-2019); Assistant Prof. Ben-Gurion U.
 Dr. [A. Akdeniz](#) PhD student (2017-2022); Analyst at ABN AMRO

Committees

2024 Co-organizer of ‘Cooperation is not WEIRD: Cross-cultural methods and Insights’ workshop at the Institute of Advanced Study (UvA)
 2023 Dutch Science Foundation (NWO), committee member SGW Open Competitie L
 2023 European Association for Decision Making, De Finetti Prize Committee, Chair
 2022 Dutch Science Foundation (NWO), committee member (vidi)
 2022 Organizer Science for responsible behavior workshop including speakers from the European Commission Competence Centre on Behavioural Insights and Amsterdam Institute for Advanced Metropolitan Solutions (AMS)
 2022 Promotion Committee Chair (ad-hoc), Raichman University (Israel)
 2019-2022 Society for Judgement and Decision Making, [Einhorn Award](#) Committee
 2021 Organizing Committee, SPUDM conference (online), European Association for Decision Making (EADM)
 2019-present University of Amsterdam, Advisory board, [A Sustainable Future](#) initiative
 2018-2020 Faculty of Economics & Business (UvA), Diversity committee
 2019 Lead organizer, SPUDM conference (Amsterdam), European Association for Decision Making (EADM)

- 2017 Scientific Committee, European Social Cognition Network (ESCON) annual meeting (Gdansk, Poland)
- 2017 Scientific Committee, International Association for Research in Economic Psychology (IAREP) annual meeting (Rishon Lezion, Israel)
- 2017 Organizing Committee, SPUDM conference (Technion, Israel), European Association for Decision Making (EADM)
- 2017 Habilitation committee, Astrid Hopfensitz, Toulouse School of Economics
- 2016 Lead organizer of ‘Can science enhance ethics in society’ an interdisciplinary seminar keynotes Ousmane Diagana, Vice President for Ethics and Business Conduct (EBC), World Bank Group, Nicola Bonucci, director legal affairs OECD, University of Amsterdam.
- 2016 Lead organizer (with Bruno Verschuere) ‘Is sin original’ an interdisciplinary seminar, keynote David Rand (Yale), University of Amsterdam.
- 2016 Organizer, European Association for Decision Making (EADM) Summer School.
- 2016 Host of Prof. Ilana Ritov (Hebrew University), Amsterdam Brain and Cognition VIP grant.
- 2015 Early Career Event Organizing Committee SPUDM, European Association for Decision Making (EADM).
- 2014 Organizing committee member, European Association for Decision Making (EADM) Summer School, Bonn Germany.
- 2014 Best book award committee, 27th International Association for Conflict Management, The Netherlands
- 2014 Search committee for a new Chair of Psychology, Ben Gurion U.
- 2014 Head, search committee for new faculty position, Social Psychology, BGU
- 2013-2015 University Wide Institutional Review Board (IRB), Ben-Gurion U.
- 2013-2015 Director, Decision Making & Economic Psychology Center ([DMEP](#))
- 2013-2015 Psychology-Management BA track Coordinator (psychology)
- 2015 Science Fest 4, a public talk at a local Beer-Sheva bar on corruption roots
- 2013 Science Fest 2, a public talk at a local Beer-Sheva bar on liars by nature?
- 2012-2012 Decision Making and Economic Psychology Center colloquium coordinator
- 2012-2013 Psychology Department, Library Committee
- 2012 Co-founder (with Prof. Ilana Ritov; Hebrew University) of [DMEP/RATIO](#) annual meetings series.
- 2012 Scientific committee 25th International Association for Conflict Management, South Africa
- 2012 Best paper award committee, 25th International Association for Conflict Management, South Africa
- 2008-2009 Work and Organizational Psychology department UvA colloquium coordinator

PhD dissertation committee

- Beth Anne Helgason (London Business School, 2024)
- Li-Ang Chang (University of Amsterdam, 2024)
- Terence Dores Cruz (VU Amsterdam, 2023)
- Cinzia Zanetti (University of Lausanne, 2023)
- Lennart Reddmann (Leiden University, 2023)
- Ioumpa Or Iuba (University of Amsterdam, 2023)

Boaz Cherki (Hebrew University of Jerusalem, 2023)
 Christian Truelsen Ebaek (Aarhus University, 2023)
 Muhammad Utung Manara (Maastricht University, 2023)
 Shira Graber-Lachish (Ben-Gurion University, 2022)
 Nicole Stofberg (University of Amsterdam, 2022)
 Lau Lilleholt (University of Copenhagen, 2021)
 Chih-Chung Ting (Amsterdam School of Economics, 2021)
 Ceren Ay (Norwegian School of Economics, 2021)
 Reut Apel (Technion, Israel, 2020)
 Jeroen van Baar (Donders Institute, Radboud University, 2019)
 Wiley Wakeman (Organisational Behaviour, London Business School, 2018)
 Catrine Normann Jacobsen (Economics Department, University of Copenhagen, 2018)
 Nils Kobis (Psychology, Free University, Amsterdam, 2018)
 Tim de Wilde (Psychology, University of Amsterdam, 2017)
 Nives Della Valle (Economics Department, University of Trento, 2017)
 Ariel Tikotsky (Marketing Department, Bar Ilan University, expected 2020)
 Linda Geven (University of Amsterdam and Hebrew University, expected 2018)
 Michal Schödl (Management Faculty, Ben-Gurion University, expected 2016, chair)
 Hadar Shani (Management Faculty, Ben-Gurion University, expected 2018, chair)
 Yael Ecker (Psychology Department, Ben-Gurion University, expected 2018, chair)
 Elia Morgulev (Management Faculty, Ben-Gurion University, expected 2019)
 Boaz Hameiri (School of Psychology, Tel-Aviv University, expected 2018)

Funding as Sole PI

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| 2020-2025 | European Research Council (ERC) Consolidator grant, €2.000.000 <i>Responsible sharing: Paving the path for transparent trust</i> |
| 2019-2024 | Netherlands Organization for Scientific Research (NWO) VIDI grant, €800.000 <i>Sharing responsibly on the collaborative economy: A behavioral ethics approach</i> |
| 2018-2020 | Dutch Royal Academy (KNAW) Sara van Dam grant, €99.816 <i>Developing empathy to boost honesty: A behavioral ethics approach</i> |
| 2015-2020 | European Research Council (ERC) Starting grant, €1.500.000 <i>At the roots of corruption: A behavioral ethics approach</i> |
| 2013-2017 | European Commission FP7, Marie Curie Career Integration Grant, €100.000 <i>From cooperation to dishonesty: How concern for others can lead to unethical behavior</i> |
| 2014 | German-Israeli Foundation (GIF young), €24.000 <i>Cheating for our loved ones - The role of oxytocin in dishonesty</i> |
| 2014-1018 | Israeli Science Foundation (ISF), €137.000 <i>From collaboration to corruption: Generosity and dishonest reciprocity</i> |

Co-PI, Partner, and internal funding (selected)

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| 2023 | Co-PI 'Understanding the Human in the Loop Behavioural Insights to Develop Responsible AI Tools (HUMAINE)', Responsible Digital Transformations, €49.400 UvA. |
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| 2023 | Co-PI ‘The Cost of Large-Scale Transitions: Introducing Effective Targeted Incentives’, ENLENS RPA, €15.000 UvA |
| 2022-2027 | Co-PI, University of Amsterdam Research Priority Area ‘Organizational Ethics’, €1.500.000 |
| 2021 | Co-PI, John Templeton Foundation, Science of Honesty grant, €164.000 ‘Honesty as a moral currency: a cross-cultural study’ with PI Ori Weisel (Tel Aviv University) and Co-PI Jonathan Schulz (George Mason University) |
| 2019 | Amsterdam Young Academy project grant, €2.500, to fund a ‘how can science impact society and policy’ panel discussion at SPUDM 2019 |
| 2016-2017 | PI, Nuffic Van Gogh Programme, €4.200, with PI Marie-Claire Villeval (Gate, CNRS University of Lyon) |
| 2014-2016 | Partner, French National Research Agency, €216.000, PI Marie-Claire Villeval (Gate, CNRS University of Lyon) |
| 2016 | Research Priority Area Brain & Cognition (UvA) VIP grant to host Prof. Ilana Ritov (Hebrew University of Jerusalem), €7.500 |
| 2016 | Research Priority Area Brain & Cognition (UvA) symposium grant to host Professors David Rand (Yale), Yoella Bereby-Meyer (Ben Gurion), and Benjamin Hilbig (University of Koblenz-Landau), €2.500 |
| 2016 | Research Priority Area Behavioral Economics (UvA) grant to host the European Association for Decision Making Summer School, €4.000 |
| 2012-1014 | Ben-Gurion University, Faculty of Social Science, Decision Making conference, open competition, €2.000 |

Honors

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| 2024-now | <i>Academia Europaea</i> (AE), Elected Member |
| 2024-now | <i>Association for Psychological Science</i> (APS), Fellow |
| 2023-2025 | <i>European Association for Decision Making</i> , Elected Board Member, Secretary |
| 2023 | Board of Associates, University of Amsterdam’s Institute for Advanced Study |
| 2023 | <i>Society of Experimental Social Psychology</i> (SESP), Fellow |
| 2021-2023 | <i>European Association for Decision Making</i> , Elected Board Member at Large |
| 2019 | <i>European Association for Decision Making</i> Jane Beattie Mid-Career Award |
| 2019 | Max-Planck Humboldt Foundation Research Award finalist (final six; link) |
| 2018-2022 | Amsterdam Young Academy , elected member |
| 2018 | <i>International Association for Research in Economic Psychology</i> and <i>Society for Advancement of Behavioral Economics</i> , second best student paper award (Gross, Leib, Offerman, & Shalvi) |
| 2017 | <i>International Association for Research in Economic Psychology</i> and <i>Society for Advancement of Behavioral Economics</i> , best student paper award (Gordon-Hecker, Rosensaft-Eshel, Pittarello, Shalvi, & Bereby-Meyer) |
| 2016 | <i>International Association for Research in Economic Psychology</i> and <i>Society for Advancement of Behavioral Economics</i> , best student paper award (Leib, Shalvi, Moran) |

- 2016-2021 **Young Academy of Europe**, elected member
- 2015 **Rising Star**, *Association for Psychological Science* ([announcement](#))
- 2015-2019 **Israeli Young Academy of Science**, elected member (declined; move to NL)
- 2014 **Jaspars Medal**, *European Association for Social Psychology* [Early Career Award](#)
- 2013 Prof. Charles Roth Prize for Excellence in Teaching "An award enabling BGU students to honor a professor who had a decisive influence on life in general and academic life in particular."
- 2012 American Psychological Association, Division 49 (Group Psychology and Group psychotherapy), **dissertation award** (finalist; top 3)
- 2012 Society for Business Ethics, **dissertation award** (finalist; top 3)
- 2012 Kurt Lewin Institute (KLI) for social psychology, and its applicants, The Netherlands - Runner-up, **best paper award**
- 2010 International Confederation for the Advancement of Behavioral Economics and Economic Psychology (IAREP/SABE/ICABEEP) – **best student paper award**
- 2009 Jane Beattie Memorial Scholarship, Society for Judgment and Decision Making
- 2009 European Association of Experimental Social Psychology travel grant
- 2008 International Association for Conflict Management Student Scholarship
- 2007 Dutch Association for Work & Organizational Psychology - **best paper award**
- 2006 Hebrew University Student Exchange Scholarship, one-year scholarship visiting the Psychology department at Leiden University, The Netherlands
- 2004-2005 Hebrew University of Jerusalem, Faculty of Social Science, Academic achievements scholarship, Richard Dreyfuss Fellowship
- 2002-2003 Academic College of Tel-Aviv-Jaffa, academic achievements scholarship

Influential publications

1. Köbis, N., Soraperra, I., & **Shalvi, S.** (2021) The consequences of participating in the sharing economy: a transparency-based sharing framework. *Journal of Management*, 47, 317-343.

A systematic literature review and theoretical frame highlighting the important of transparency in sharing economy transactions.

Funded by an [ERC Consolidator](#) grant (sole PI), journal rank 5/154 in Business and 4/228 in Management, highly cited ([97th percentile](#) on Scopus).

2. Köbis, N., Verschuere, B., Bereby-Meyer, Y., Rand, D., & **Shalvi, S.** (2019). Intuitive honesty versus dishonesty: Meta-analytic evidence, *Perspectives on Psychological Science*, 14, 778-796

A meta-analysis on the role of intuition in shaping honest behavior.

Funded by an [ERC Starting](#) grant (sole PI), journal rank 6/148 in Psychology Multidisciplinary, highly cited ([97th percentile](#) on Scopus).

3. **Shalvi, S.**, Gino, F., Barkan, R., & Ayal, S. (2015). Self-serving justifications: Doing wrong and feeling moral, *Current Directions in Psychological Science*, 24, 125-130.
A literature review for broad readership discussing the role of justifications in shaping ethical behavior.
Funded by a Marie Curie grant (sole PI), journal rank 13/148 in Psychology Multidisciplinary, highly cited (99th percentile on Scopus).
4. **Shalvi, S.**, Eldar, O. & Bereby-Meyer, Y. (2012). Honesty requires time (and lack of justifications). *Psychological Science*, 23, 1264-1270
Two lab experiments studying the role of time pressure in shaping honest behavior.
A postdoc publication, journal rank 9/148 in Psychology Multidisciplinary, highly cited (99th percentile on Scopus).
5. **Shalvi, S.**, Dana, J., Handgraaf, M.J.J & De Dreu, C.K.W. (2011). Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. *Organizational Behavior and Human Decision Processes*, 115, 181-190.
Four lab experiments studying the role of justifications in shaping honest behavior.
A PhD dissertation publication, journal rank 16/83 in Psychology Applied and 84/228 in Management, highly cited (99th percentile on Scopus).

Perspectives

1. **Shalvi, S.** (2022) Bursting the selfishness bubble
 - Inaugural lecture as Chair of Behavioral Ethics, University of Amsterdam.
2. **Shalvi, S.** (2019). Financial temptation increases civic honesty, *Science*, 365, 29-30.
 - A Perspectives piece on Cohn, Maréchal, Tannenbaum & Zund (2019)
 - Selected media: [ABC](#), [Scientific American](#), [CBS](#), [Daily Mail](#), [Newsweek](#), [The Guardian](#).
3. **Shalvi, S.** (2016). Corruption corrupts, *Nature*, 531, 456-457.
 - A News & Views comment on [Gächter & Schulz's paper](#)
 - Selected media: [Science](#), [The Atlantic](#), [Spiegel](#), [The Telegraph](#)
4. Susi, T., **Shalvi, S.** & Srinivas, M. (2019). 'I'll work on it over the weekend': high workload and other pressures faced by early-career researchers, *Nature*.
 - A Career column reporting a survey by the Young Academy of Europe about work related stress among early career researchers

Publications (* indicates a publication as PI with students / post-docs as lead authors)

1. Van Rooij, B., Fine, A., **Shalvi, S.**, Feldman, Y., Scheper, E., Yunmei, W., Leib, M., Cheng, Q., & Wanhong, Z. (Accepted). The Obligation to Obey the Law: Exploring National Differences. *Crime, Law, and Social Change*.

2. *Gordon-Hecker, T., **Shalvi, S.**, Uzefovsky, F., Bereby-Meyer, Y. (2024). Cognitive empathy boosts honesty in children and young adolescents. [*Journal of Experimental Child Psychology*](#), 241.
3. *Vu, L., Molho, C., Soraperra, I., Fiedler, S., & **Shalvi, S.** (2024). Giving (in) to help an identified person. [*Journal of Experimental Social Psychology*](#), registered report.
4. *Soraperra, I., Kobis, N., **Shalvi, S.** Vogt, S., Efferson, C., & Offerman, T. (2023). A market for integrity. The use of competition to reduce bribery in education. [*Journal of Behavioral and Experimental Economics*](#), 107.
5. *Vu, M.L., Soraperra, I., Leib, M., van der Weele, J.J., & **Shalvi, S.** (2023). Ignorance by Choice: A Meta-Analytic Review of the Underlying Motives of Willful Ignorance and Its Consequences, [*Psychological Bulletin*](#), 149,611–635.
 - Selected media: [Scientific American](#), [Forbes](#), [Sueddeutsche Zeitung](#), [Big Think](#), [Express](#), [La Repubblica](#), [The Informant](#), [Haaretz](#)
6. Dorrough, A., Köbis, N.C., Irlenbusch, B., **Shalvi, S.**, & Gloeckner, A. (2023). Conditional bribery: Insights from incentivized experiments across 18 nations. [*Proceedings of the National Academy of Sciences*](#).
7. *Molho, C., Soraperra, I., Schulz, J., & **Shalvi, S.** (2023). Guilt- and Shame-Driven Prosociality Across Societies (In Principle Acceptance as a Registered Report), [*Nature Human Behavior*](#)
8. *Soraperra, I., van der Weele, J., Villeval, M. C., & **Shalvi, S.** (2023). The social construction of ignorance: Experimental evidence. [*Games and Economic Behavior*](#), 138, 197-213.
9. Steinel, W., Valtcheva, K., Gross, J., Celse, J., Max, S., & **Shalvi, S.** (2022). (Dis) honesty in the face of uncertain gains or losses. [*Journal of Economic Psychology*](#), 90, 102487.
10. *Dimant, E., & **Shalvi, S.** (2022). Meta-nudging honesty: Past, present, and future of the research frontier. [*Current Opinion in Psychology*](#), 101426.
11. ***Shalvi, S.**, Mol, J.M., Molho, C., Vu, L., Leib, M., Soraperra, I. (2022). Psychological Science for a Responsible Sharing Economy. [*Current Opinion in Psychology*](#), 44, 100-105 (IF=5.71, JR=15/140 Psychology Multidisciplinary).
12. *Weisel, O. & **Shalvi, S.** (2022). Moral currencies: explaining corrupt collaboration. [*Current Opinion in Psychology*](#), 44, 270-274 (IF=5.71, JR=15/140 Psychology Multidisciplinary).
13. Van Doesum, N. J., Murphy, R.O., Gallucci, M., Aharonov-Majar, E., Athenstaedt, U., Tung Au, W., Bai, L., Böhm, R., Bovina, I., Buchan, N.R., Chen, X.P., Dumont, K.B., Engelmann, J.B., Eriksson, K., Euh, H., Fiedler, S., Friesen, J.P., Gächter, S., Garcia, C., González, R., ...Van Lange, P.A.M. (2021). Social Mindfulness Across the Globe.

[Proceedings of the National Academy of Science](#) (IF=9.67, JR=4/57 Multidisciplinary Sciences).

- Van Doesum, N. J. et al. (2022). Reply to Komatsu et al.: From local social mindfulness to global sustainability efforts?. [Proceedings of the National Academy of Sciences](#), 119(4), e2119303118.
 - Van Doesum, N. J. et al. (2022). Reply to Nielsen et al.: Social mindfulness is associated with countries' environmental performance and individual environmental concern. [Proceedings of the National Academy of Sciences](#), 119(9), e2122077119.
14. Rilke, R.M., Danilov, A., Weisel, O., **Shalvi, S.**, & Irlenbusch, B. (2021). When leading by example leads to less corrupt collaboration. [Journal of Economic Behavior & Organization](#), 188, 288-306 (IF=1.30, JR=97/333 Economics)
 15. Larkin, I., Pierce, L., **Shalvi, S.**, & Tenbrunsel, A. The Opportunities and Challenges of Behavioral Field Research on Misconduct. (2021). [Organizational Behavior and Human Decision Processes](#).
 16. *Leib, M., Köbis, N.C., Soraperra, I., Weisel, O., & **Shalvi, S.** (2021). Collaborative Dishonesty: A Meta-Analytic Review, [Psychological Bulletin](#), 147, 1241-1268 [lead article].
 17. *Kobis, N., Soraperra, I., & **Shalvi, S.** (2021) The consequences of participating in the sharing economy: a transparency-based sharing framework. [Journal of Management](#), 47, 317-343 (IF = 8.85; JR=4/152 Business; 3/84 Psychology Applied; 4/226 Management).
 18. Vainapel, S., Shani, Y., & **Shalvi, S.** (2021). Motivated interpretations of deceptive information. [Brain Sciences](#), 11, 297 (IF = 3.33; JR=114/272 Neurosciences).
 19. *Gordon-Hecker, T., Schneider, I., **Shalvi, S.**, & Bereby-Meyer, Y. (forthcoming). Leaving with something: When do people experience an equity-efficiency conflict? [Journal of Behavioral Decision Making](#) (IF = 2.77; JR=12/79 Psychology Applied).
 20. Irlenbusch, B., Mussweiler, T., Saxler, D.J., **Shalvi, S.**, Weiss, A. (forthcoming). Similarity increases collaborative cheating. [Journal of Economic Behavior & Organization](#) (IF=1.30, JR=97/333 Economics)
 21. *Dimant, E., Van Kleef, G., & **Shalvi, S.** (2020). Requiem for a Nudge: Framing Effects in Nudging Honesty. [Journal of Economic Behavior & Organization](#), 172, 247-266 (IF=1.30, JR=97/333 Economics)
 22. *Leib, M., Köbis, N., Francke, M., **Shalvi, S.**, & Roskes, M. (2020) Precision in a Seller's Market: Round Asking Prices Lead to Higher Counteroffers and Selling Prices. [Management Science](#), 67, 1048-1055.
- Selected media: [AD](#), [De Telegraaf](#), [Het Parool](#),

23. *Gordon-Hecker, T., Pittarello, A., **Shalvi, S.**, & Roskes, M. (2020). Buy-one-get-one-free deals attract more attention than percentage deals. *Journal of Business Research*, 111, 128-134 (IF=2.51, JR=62/140 Business).
24. *Leib, M., Pittarello, A., Gordon-Hecker, T., **Shalvi, S.**, & Roskes, M. (2019). Loss framing increases self-serving mistakes (but does not alter attention). *Journal of Experimental Social Psychology*, 85 (IF=2.28, JR=13/62 Social Psychology).
25. *Haran, U. & **Shalvi, S.** (2019). The implicit honesty premium: Why honest advice is more persuasive than highly informed advice. *Journal of Experimental Psychology: General*, 149, 757-773 (IF = 4.07; JR=6/85 Psychology experimental).
26. *Kobis, N., Verschuere, B., Bereby-Meyer, Y., Rand, D., & **Shalvi, S.** (2019). Intuitive honesty versus dishonesty: Meta-analytic evidence, *Perspectives on Psychological Science*, 14, 778-796 (IF = 9.31; JR=5/135 Psychology multidisciplinary).
27. Bereby-Meyer, Y., Hayakawa, S., **Shalvi, S.**, Corey, J., Costa, A., & Keysar, B. (2019). Honesty speaks a second language, *Topics in cognitive science*, 12, 632-643 (IF = 2.00; JR=42/84 Psychology experimental).
28. *Leib, M., Moran, S., & **Shalvi, S.** (2019). Dishonest helping and harming after (un)fair treatment. *Judgment and Decision Making*, 14, 423-439.
 - *International Association for Research in Economic Psychology and Society for Advancement of Behavioral Economics* **best student paper award 2016**
29. *Vainapel, S., Weisel, O., Zultan, R., & **Shalvi, S.** (2019). Group moral discount: Diffusing blame when judging group. *Journal of Behavioral Decision Making*, 32, 212-228 (IF = 2.77; JR=12/79 Psychology Applied).
30. *Celse, J., Soraperra, I., Max, S., Steinel, W., & **Shalvi, S.** (2019). Uncertain lies: how payoff uncertainty affects dishonesty. *Journal of Economic Psychology*, 71, 117-125 (IF=1.23, 107/333 Economics, 57/129 Psychology multidisciplinary)
31. *Gross, J., Leib, M., Offerman, T., **Shalvi, S.** (2018). Ethical free-riding: When honest people find dishonest partners. *Psychological Science*, 29, 1956-1968 (IF=4.94, JR=11/129 Psychology multidisciplinary).
 - *International Association for Research in Economic Psychology and Society for Advancement of Behavioral Economics*, **second best student paper award 2018**
32. *Verschuere, B., Kobis, N., Bereby-Meyer, Y., Rand, D., & **Shalvi, S.** (2018). Taxing the brain to uncover lying? Meta-analyzing the effect of imposing cognitive load on the reaction time costs of lying, *Journal of Applied Research in Memory and Cognition*, 7, 462-469 (IF = 2.85; JR=21/84 Psychology experimental).

33. *Soraperra, I., Weisel, O., Zultan, R., Kochavi, S. Leib, M., Shalev, H., & **Shalvi, S.** (2017). The bad consequences of teamwork. *Economics Letters*, 160, 12-15 (IF=0.59, JR=260/347 Economics).
34. *Gordon-Hecker, T., Rosensaft, D., Pittarello, A., **Shalvi, S.**, & Bereby-Meyer, Y. (2017). Not Taking Responsibility: Equity trumps efficiency in allocation decisions. *Journal of Experimental Psychology: General*, 146, 771-775 (IF = 4.07; JR=6/85 Psychology experimental).
- *International Association for Research in Economic Psychology and Society for Advancement of Behavioral Economics best student paper award 2017*
35. Sznycer, D., Lopez Seal, M.F., Sell, A., Lim, J., Porat, R., **Shalvi, S.**, Halperin, E., Cosmides, L., & Tooby, J. (2017). Support for redistribution is shaped by compassion, envy, and self-interest, but not a taste for fairness. *Proceedings of the National Academy of Science*, 114, 8420-8425 (IF=9.67, JR=4/57 Multidisciplinary Sciences).
36. *Bassarak, C., Leib, M., Mischkowski, D., Strang, S., Glöckner, A., & **Shalvi, S.** (2017) What provides justification for cheating - producing or observing counterfactuals? *Journal of behavioral decision making*, 30, 964-975 (IF = 2.77; JR=12/79 Psychology Applied).
37. Mitkidis, P., Ayal, S., **Shalvi, S.**, Heimann, K., Levy, G., Kyselo, M., Wallot, S., Ariely, D. & Roepstorffe, A. (2016). The Effects of Extreme Rituals on Moral Behavior: the performers-observers gap hypothesis. *Journal of Economic Psychology*, 59, 1-7 (IF = 1.67; JR=68/345 Economics) 46/129 Psychology multidisciplinary).
38. Fine, A., van Rooij, B., Feldman, Y., **Shalvi, S.**, Sheper, E., Leib, M., & Cauffman, E. (2016). Rule Orientation and Behavior: Development and Validation of a Scale Measuring Individual Acceptance of Rule Violation. *Psychology, Public Policy, and Law*, 22, 314-329 (IF = 1.97; JR=19/194 Law; 34/129 Psychology multidisciplinary; 29/75 Health policy and services).
39. Lelieveld, G.J., **Shalvi, S.**, & Crone, E. (2016). Lies that feel honest: The role of the dorsal ACC in evaluating dishonesty, *Biological Psychology*, 117, 100-107 (IF = 3.40; JR=2/14 Psychology biological; JR=10/85 Psychology experimental).
40. *Rilke, R.M., Schurr, A., Barkan, R., & **Shalvi, S.** (2016). One by one or all at once? Self-reporting policies and dishonesty. *Frontiers in Psychology*, 7:113 (IF=2.56, JR=23/129 Psychology multidisciplinary).
41. Sznycer, D., Tooby, J., Cosmides, L., Porat, R., **Shalvi, S.**, & Halperin, E. (2016). Shame closely tracks the threat of devaluation by others, even across cultures. *Proceedings of the National Academy of Science*, 113, 2625-2630 (IF=9.67, JR=4/57 Multidisciplinary Sciences).
42. Gino, F. & **Shalvi, S.** (2015). Editorial Overview: New Directions in the Study of Morality and Ethics. *Current Opinion in Psychology*, 6, v-viii.

43. Bereby-Meyer, Y. & **Shalvi, S.** (2015). Deliberate honesty. *Current Opinion in Psychology*, 6, 195-198.
44. *Weisel, O. & **Shalvi, S.** (2015). The collaborative roots of corruption. *Proceedings of the National Academy of Science*, 112, 10651-10656 (IF=9.67, JR=4/57 Multidisciplinary Sciences).
- Selected media: [Pacific Standard](#)
45. *Pittarello, A., Leib, M., Gordon-Hecker, T., & **Shalvi, S.** (2015). Justifications shape ethical blind spots. *Psychological Science*, 26, 794-804 (IF=4.94, JR=11/129 Psychology multidisciplinary).
- Selected media: [Business Insider](#), [NRG](#) (Hebrew), [APS](#) (press release), [Jerusalem Post](#),
46. **Shalvi, S.**, Gino, F., Barkan, R., & Ayal, S. (2015). Self-serving justifications: Doing wrong and feeling moral, *Current Directions in Psychological Science*, 24, 125-130. (IF=5.68, JR=9/129, Multidisciplinary Psychology).
- Selected media: [Huffington Post](#), [APS](#), [Psychology Today](#)
47. Roskes, M., Sligte, D., **Shalvi, S.** & De Dreu, C.K.W. (2014). Does approach motivation induce right-oriented bias? A reply to Price and Wolfers. *Psychological Science*, 25, 2112-2115 (IF=4.94, JR=11/129 Psychology multidisciplinary).
48. Verschuere, B. & **Shalvi, S.** (2014). The truth comes naturally! Does it? *Journal of Language and Social Psychology*, 33, 417-423 (IF=1.02, JR=30/76 Communication; 45/172 Linguistics; 44/62 Social Psychology).
49. Ten Velden, F. S., Baas, M., **Shalvi, S.**, Kret, M. E., & De Dreu, C. K. W. (2014). Oxytocin differentially modulates competitive approach and withdrawal to antagonists from own versus rivaling other groups, *Brain Research*, 1580, 172-179 (IF=2.84, JR=122/252 Neuroscience)
50. **Shalvi, S.** & De Dreu, C. K. W. (2014). Oxytocin promotes group serving dishonesty. *Proceedings of the National Academy of Science*, 111, 5503-5507 (IF=9.74, JR=4/56 Multidisciplinary Sciences)
- Selected media: [The Economist](#), [BBC](#), [Haaretz](#), [London and Kirshenbaum](#) (Hebrew; minute 36 onwards), [NRG](#) (Hebrew), [Financial Express](#), [Business Standard](#), [LA Times](#), [National Geographic](#), [The Scientist](#), [The Telegraph](#), [La Repubblica](#) (Italian).
51. *Zimmerman, L., **Shalvi, S.**, & Bereby-Meyer, Y. (2014). Self-reported ethical risk taking tendencies predict actual dishonesty. *Judgment and Decision Making*, 9, 58-64 (IF=1.52, JR=45/129 Psychology multidisciplinary).

52. Pe'er, E., Acquisti, A., & **Shalvi, S.** "I cheated, but only a little" – partial confessions to unethical behavior (2014). *Journal of Personality and Social Psychology*, 106, 202-217 (IF=5.03, JR=3/62 Social Psychology)
- Selected media: [American Psychological Association](#) (press release), [LA Times](#), [Huffingtonpost](#), [The Globe and Mail](#), [Business Standard](#), [Medical Express](#), [NewsRoomAmerica](#), [ScienceNewsLine](#), [Chicago Tribune](#), [NRC](#) (Dutch), [Jerusalem Post](#), [Psychology Today](#)
53. *Halevy, R., **Shalvi, S.**, & Verschuere, B. (2014). Being honest about dishonesty: correlating self-reports and actual lying, *Human Communication Research*, 40, 54-72. (IF=1.90, JR=8/76 communication)
- Selected media: [Examiner.com](#), [Forbes](#), [Scientific American](#), [Volkskrant](#) (Dutch)
54. **Shalvi, S.** & Leiser, D. (2013). Moral firmness. *Journal of Economic Behavior & Organization*, 93, 400-407. (IF=1.30, JR=97/333 Economics)
55. **Shalvi, S.**, Eldar, O., & Bereby-Meyer, Y. (2013). Honesty requires time – a reply to Foerster et al. *Frontiers in Decision Neuroscience*, 4, 634.
56. **Shalvi, S.**, Reijseger, G., Handgraaf, M.J.J, Appelt, K.C., ten Velden, F.S., Giacomantonio, M. & De Dreu, C.K.W. (2013). Pay to walk away: Prevention focus buyers display negotiation aversion. *Journal of Economic Psychology*, 38, 40-49 (IF=1.23, 107/333 Economics, 57/129 Psychology multidisciplinary)
57. **Shalvi, S.** (2012). Dishonestly Increasing the Likelihood of Winning. *Judgment and Decision Making*, 7, 292-303 (IF=1.52, JR=45/129 Psychology multidisciplinary)
58. De Dreu, C.K.W., **Shalvi, S.**, Greer, L.L, Van Kleef, G.A., & Handgraaf, M.J.J. (2012). Oxytocin motivates non-cooperation in intergroup conflict to protect vulnerable in-group members, *PLoS One*, 7, 1-7 (IF=3.23, JR=9/57 multidisciplinary sciences)
59. **Shalvi, S.**, Eldar, O. & Bereby-Meyer, Y. (2012). Honesty requires time (and lack of justifications). *Psychological Science*, 23, 1264-1270 (IF=4.54, JR=8/126 Psychology multidisciplinary)
- Press release: [APS](#) (Association for Psychological Science)
 - Selected media: [The Economist](#), [LA Times](#), [Scientific American](#), [CNN](#), [Huffington Post](#), [The Globe & Mail](#), [Toronto Sun](#), [Haaretz](#) (Hebrew), [Volkskrant](#), [NU.nl](#), (Dutch), [British Psychological Society](#), [Yahoo](#), radio interview at CJAD 800 (Saturday in Montreal), [Reshet Bet](#) (Hebrew)
60. Stallen, M., De Dreu, C.K.W., **Shalvi, S.**, Smidts A. & Sanfey, A.G. (2012). The herding hormone: Oxytocin motivates group conformity. *Psychological Science*, 23, 1288-1292 (IF=4.94, JR=11/129 Psychology multidisciplinary)
61. Ten Velden, F.S., Baas, M., **Shalvi, S.**, Preenen, P.T.Y. & De Dreu, C.K.W. (2012). In competitive interaction displays of red increase actors' competitive approach and perceivers'

- withdrawal. *Journal of Experimental Social Psychology*, 48, 1205-1208 (IF=2.28, JR=13/62 Social Psychology)
62. De Dreu, C.K.W., Greer, L.L., Handgraaf, M.J.J., **Shalvi, S.** & Van Kleef, G.A. (2012). Oxytocin Modulates Selection of Allies in Intergroup Conflict. *Proceedings of the Royal Society B: Biological Science*, 279, 1150-1154. (IF=5.05, JR=8/85 Biology; Ecology 14/145; Evolutionary Biology 7/46)
63. Roskes, M., Sligte, D., **Shalvi, S.** & De Dreu, C.K.W. (2011). The right side? Under time pressure approach motivation leads to right-oriented bias. *Psychological Science*, 22, 1403-1407 (IF=4.94, JR=11/129 Psychology multidisciplinary)
- [Press release](#) (Association for Psychological Science), [Science Update](#) (AAAS).
 - Selected media: [MSNBC](#), [BBC](#), [Wall Street Journal](#) (blog), [Bloomberg News](#), [DailyMail](#), [Eurosport](#), [Science Daily](#), [Yahoo News](#), [Financial Express](#), [NU.nl](#) (Dutch), [Metro](#) (Dutch), [Globes](#) (Hebrew).
 - Selected interviews: [NPR](#) (National Public Radio), [New Zealand's National Radio](#), [Talk Sport](#) (UK), [Good Morning Netherlands](#).
64. **Shalvi, S.**, Shenkman, G., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). The danger of unrealistic optimism – linking caregivers' perceived ability to help victims of terror with own secondary traumatic stress. *Journal of Applied Social Psychology*, 41, 2656-2672. (IF=0.79, JR=52/62 Social Psychology)
65. **Shalvi, S.**, Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). People avoid situations that enable them to deceive others. *Journal of Experimental Social Psychology*, 47, 1096-1106. (IF=2.28, JR=13/62 Social Psychology)
66. **Shalvi, S.**, Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. *Organizational Behavior and Human Decision Processes*, 115, 181-190. (IF=2.20, JR=15/62 Social Psychology; 13/76 Applied Psychology; 38/185 Management)
- An earlier version was awarded '2010 student paper award' by the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (IAREP/SABE/ICABEEP)
 - Runner-up, 2012 best paper award, Kurt Lewin Institute (KLI) for social psychology and its applicants, The Netherlands.
 - Appeared on the 'most cited OBHDP articles' [list](#).
67. **Shalvi, S.**, Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). Ethical Manoeuvring: Why People Avoid Both Major and Minor Lies. *British Journal of Management*, 22, s16-s27. (IF=1.58, JR=69/185 Management; 47/115 Business)
68. De Dreu, C.K.W., Greer, L.L., Van Kleef, G.A., **Shalvi, S.** & Handgraaf, M.J.J. (2011). Perhaps Goodwill is Unlimited but Oxytocin-induced Goodwill is Not. *Proceedings of the National Academy of Science*, 108. (IF=9.67, JR=4/57 Multidisciplinary Sciences)

69. De Dreu, C.K.W., Greer, L.L., Van Kleef, G.A., **Shalvi, S.** & Handgraaf, M.J.J. (2011). Oxytocin promotes human ethnocentrism. *Proceedings of the National Academy of Science*, 108, 1262-1266 (IF=9.67, JR=4/57 Multidisciplinary Sciences)
- Selected media: [NY Times](#), [Scientific American](#), [Fox News](#), [Time](#), [San Francisco Chronicle](#), [Guardian](#).
70. **Shalvi, S.**, Baas, M., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). When should we submit our papers? Reply to Hartley. *Learned Publishing*, 24, 33-34. (IF=0.92, JR=33/85 Information Science)
71. De Dreu, C.K.W., Greer, L.L., Handgraaf, M.J.J., **Shalvi, S.** Van Kleef, G.A., Baas, M., Ten Velden, F.S., Van Dijk, E. & Feith, S.W.W. (2010). The Neuropeptide Oxytocin Regulates Parochial Altruism in Intergroup Conflict Among Humans. *Science*, 328, 1408-1411. (IF=33.61, JR=2/57 Multidisciplinary Sciences)
- Cover story at [news of the week](#) and in a [podcast](#) at *Science*, 328, 1343.
 - Selected media: [Telegraph](#), [Science Daily](#), [Decision Science News](#), [Press association](#)
72. **Shalvi, S.**, Moran, S. & Ritov, I. (2010). Overcoming initial anchors: The effect of negotiator's dispositional control beliefs. *Negotiation and Conflict Management Research*, 3, 232-248. (IF=0.25; JR=74/76 Psychology applied; 176/185 Management)
- An earlier version was awarded '2007 best paper' by the Dutch association for Work and Organizational Psychology (WAOP).
73. Giacomantonio, M., De Dreu, C.K.W, **Shalvi, S.**, Sligte, D. & Leder, S. (2010). Psychological distance boosts value-behavior correspondence in ultimatum bargaining and integrative negotiation. *Journal of Experimental Social Psychology*, 46, 824-829. (IF=2.28, JR=13/62 Social Psychology)
74. **Shalvi, S.**, Baas, M., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010). Write when hot – Submit when not: seasonal bias in peer review or acceptance? *Learned Publishing*, 23, 117-123. (IF=0.92, JR=33/85 Information Science)
75. De Dreu, C.K.W, Giacomantonio, M., **Shalvi, S.** & Sligte, D. (2009). Getting stuck or stepping back: Effects of obstacles in the negotiation of creative solutions, *Journal of Experimental Social Psychology*, 45, 542-548. (IF=2.28, JR=13/62 Social Psychology)
76. **Shalvi, S.** & Luzzatto, D. (2006). Lack of a safe environment: Emotional difficulties and coping among clinicians treating traumatized patients within a terrorized society - Israel 2006, *Traumatology*, 12, 282-292. (IF/JR=N/A)

Book Chapters

77. **Shalvi, S.**, Van Gelder, J.L., & Van der Schalk, J. (2013). Emotional Justifications for Unethical Behavior, In: J.L. van Gelder, H. Elffers, D. Reynald and D. Nagin (Eds.) *Affect and Cognition in Criminal Decision Making*. Abingdon: Routledge.

78. **Shalvi, S.**, Weisel, O., Kochavi-Gamliel, S., & Leib, M. (2015). Corrupt Collaboration: A behavioral ethics approach. In: J.W. van Prooijen and P.A.M. Van Lange (Eds.) *Cheating, Corruption, and Concealment: The Roots of Dishonest Behavior*. Cambridge University Press.
79. Gordon-Hecker, T., Choshen-Hillel, S., **Shalvi, S.**, & Bereby-Meyer, Y. (2017). Resource Allocation Decisions: When Do We Sacrifice Efficiency in the Name of Equity?. In *Interdisciplinary Perspectives on Fairness, Equity, and Justice* (pp. 93-105). Springer, Cham.
80. *Leib, M. & **Shalvi, S.** (2020). Justifications as a threat to honesty: a behavioral ethics approach. In C. B. Miller and R. West (Eds.), *Honesty, Integrity, and Truth-Seeking*, Oxford University Press.

Professional reports

Shalvi, S., Offerman, T., Berg, S., Kobis, N., Gneezy, U. (2017). Increasing Ethical Conduct: A Behavioral Ethics Approach. A report for the Netherlands Tax and Customs Administration.

Conference proceedings

Shalvi, S., Handgraaf, M. J. J., De Dreu, C. K. W., & Roskes, M. (2010). Is een halve waarheid een hele leugen? Jaarboek Sociale Psychologie, ASPO (in Dutch), 411-419.

Shalvi, S., Holland, R., Wolff D., Harel, N., Harpaz, O., Dishit, M., Ritov, I. (2007). Controllability and perceptual biases of risks and abilities: The case of an f-16 cockpit. *International Symposium on Aviation Psychology Conference Proceedings*, pp. 638-643.

Dissertation

Shalvi, S. *Ethical decision making: On balancing right and wrong*. Amsterdam: Ipskamp Drukkers.

- Selected media (in Dutch): [Het Parool](#), [Metro](#), [MSN news](#), [FAQT](#), [Gezondheidkrant](#).

Chaired Symposia

Seeking moral people. Symposium organized for the European Association of Social Psychology general meeting, Granda, Spain (July, 2017). Speakers: **Johannes Abeler** (Oxford, Economics), **Shahar Ayal** (Interdisciplinary Center Herzeliya, Psychology), **Astrid Hopfensitz** (Toulouse, Economics), discussant **Fabrizio Butera** (Lausanne, Psychology).

Nuances of Deception: the good the bad, and the ugly. Symposium organized for the International Convention of Psychological Science, Amsterdam, The Netherlands (March, 2015). Speakers: **Emma Levine** (University of Pennsylvania), **Ovul Sezer** (Harvard Business

School), **Shahar Ayal** (Psychology, Interdisciplinary Center Herzeliya), & **Shaul Shalvi** (Psychology, Ben-Gurion University).

Evolved to lie? Symposium organized for the European Association of Social Psychology general meeting, Amsterdam, The Netherlands (July, 2014). Speakers: **Prof. Marie-Claire Villeval** (Economics, University of Lyon), **Jeroen van de Ven** (Economics, University of Amsterdam), **Shahar Ayal** (Psychology, Interdisciplinary Center Herzeliya), & **Shaul Shalvi** (Psychology, Ben Gurion University).

Honest lies? Cognitive process investigation of unethical judgment and behavior. Symposium organized for the 24th Subjective Probability Utility Decision Making (SPUDM) meeting, Barcelona, Spain 2013. Speakers: **Prof. Andreas Glöckner** (University of Göttingen), **Shahar Ayal** (Interdisciplinary Center Herzeliya), **Tobias Gerstenberg** (MIT) & **Gert-Jan Lelieveld** (Leiden University).

Cheating and honesty in social decision making. Symposium organized for the European Association of Social Psychology general meeting, Stockholm, Sweden (July, 2011). Speakers: **Prof. Tore Ellingsen** (Stockholm School of Economics), **Lukas Konig** (University of Amsterdam), **Caroline Pulfrey** (University of Lausanne) & **Shahar Ayal** (Interdisciplinary Center Herzeliya).

Invited talks

Keynote addresses

Shalvi, S. ‘Willful ignorance: things policy makers should know about what people wish not to know’, *7th International Cognitive Sciences Colloquium*, Metropolitan University, Mexico City, 13-15 November 2024.

Shalvi, S. ‘Willful ignorance: things policy makers should know about what people wish not to know’, *International Conference on Sharing Economy and Contemporary Business Models: Theory and Practice – “IC-SHARE 2024”*, University of Belgrade, Serbia, 10-11 May 2024.

Shalvi, S. ‘honesty in the digital age’, *Digitization and Business Ethics*, Technical University of Munich, 21-22 September 2018.

Shalvi, S. ‘Conflict of Interest: a behavioral ethics approach’, *Managing Bias and Conflict of Interest meeting*, Chambre de Commerce Luxemburg, 10 October 2016.

Shalvi, S. ‘Studying corruption: A behavioral Ethics Approach’, [How to research corruption: An Interdisciplinary Forum](#), Amsterdam, 17-18 June 2016.

Shalvi, S. ‘Justifications allow feeling honest while lying’, *Understanding dishonesty and employee behaviors in the workplace*, the 1st Department of Management, Organization & Entrepreneurship workshop ([LESSAC](#)) at Burgundy School of Business, France, July 2013.

Workshops / plenary

eHONESTY workshop, Sapienza University of Rome, March 4th, 2024.

Honesty Project. Invited speaker, Wake Forest University, Sept. 2019.

Young Academy of Europe annual meeting, invited speaker (SH Panel), Oxford September 2016.

The greed project, King's College Cambridge. A small group workshop organized by Trace Anti-bribery compliance solutions and King's College Dean. Participants included researchers from various disciplines, policy makers (e.g., OECD legal affairs director, World Bank chief officers), and reporters (e.g., Wall Street Journal, Reuters), July 2016.

Workshop on cooperation, Netherlands Institute for Advanced Study in Humanities and Social Sciences, Wassenaar, April 2016.

Moral judgment and behavior", small group meeting of the European Association for Social Psychology, Sopot Poland June 2015.

Behavioral Legal Studies: Cognition, Motivation, and Moral Judgments, Hebrew University, June 2014.

The Deciding Brain: Brain research and decision making, IDC, April 2013.

Deception as a Social Strategy, CogSci, Berlin, July 2013.

Deception, Incentives and Behavior, Rady UC San Diego School of Management, April, 2012.

Affect and Cognition in criminal decision making, Institute for Crime and Law Enforcement (NSCR), Amsterdam, May, 2011.

Experimental approaches in conflict research, Center for the study of rationality, Hebrew University of Jerusalem, Jan. 2011.

Seminars

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| Hebrew University of Jerusalem | Truman Institute (July, 2024) |
| Paris School of Economics | (March, 2024) |
| University of Lausanne | Psychology Department (July, 2023) |
| Luxemburg Institute of Socio-Economic Research (LISER) | (July, 2023) |
| Economics and Finance workshop | Karlsruhe Institute of Technology (Nov. 2022) |
| GATE-LAB and Emlyon seminar | University of Lyon / CNRS (May 2022) |
| Tilburg University | Psychology Department (Nov., 2021) |
| Toulouse Business School | Social & Innovation Marketing (June, 2021) |
| Israel Institute for Advanced Studies | Hebrew University of Jerusalem (April, 2021) |
| Max Planck Institute for the Study of Crime, Security and Law | Freiburg (April, 2021) |
| University of Michigan | Social, Behavioral and Experimental Economics (Dec, 2020) |
| University of Pennsylvania | Wharton Decision Processes Seminar (April, 2019) |
| Carnegie Mellow University | Department of Social and Decision Sciences (April, 2019) |
| Max Planck for Public Goods | Bonn, Germany (October, 2018) |
| Harvard Business School | Negotiation, Organizations & Markets Unit (May, 2018) |
| Bar-Ilan University | Law Department, Israel (Oct., 2017) |
| Hebrew University | Law Department, Israel (Jan., 2017) |
| Interdisciplinary Center Herzeliya (IDC) | Psychology Department, Israel (Jan., 2017) |
| University of Copenhagen | Economics Department (September, 2016) |
| University of Lausanne | Psychology Department (November, 2016) |

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| University of Cologne | Psychology Department, Germany (Nov., 2016) |
| Tilburg University | Psychology Department (Oct., 2016) |
| Free University Amsterdam | Psychology Department (April, 2016) |
| London Business School | Organizational Behavior (April, 2016) |
| Burgundy School of Business | Management (September, 2015) |
| Tel Aviv University | Recanati Business School (June, 2015) |
| Hebrew University | Psychology Department, Israel (May, 2015) |
| Bar-Ilan University | Business School, Israel (April, 2015) |
| University of Lyon | Economics Department, France (March, 2015) |
| University of Zurich | Economics Department, Switzerland (February, 2015) |
| Norwegian University of Science & Technology | Psychology, Norway (October, 2014) |
| University of Cologne | Business Department, Germany (June, 2014) |
| University of Nottingham | School of Economics, UK (May, 2014) |
| University of Lyon | Economics Department & Cortex center, France (April, 2014) |
| Mannheim University | Psychology Department, Germany (December, 2013) |
| Tel Aviv University | Marketing Department, Israel (March, 2013) |
| Erasmus University | School of Management & School of Economics (February, 2013) |
| Bonn University | Center for Economics and Neuroscience, Germany (February, 2013) |
| University of Amsterdam | CREED center for Experimental Economics (February, 2013) |
| Hebrew University | Swiss Center for Conflict Research, Israel (December, 2012) |
| Wageningen University | Economics department colloquium, Netherlands (May, 2012) |
| Utrecht University | Social Psychology colloquium, Netherlands (May, 2012) |
| Erasmus Center for Behavioral Ethics | Erasmus University Rotterdam (May, 2012) |
| Technion, Israel Institute of Technology | Haifa, Israel, (February, 2012) |
| Interdisciplinary Center Herzliya | Arison School of Business (Nov., 2011) |
| Tel Aviv University | Recanati Business School, (May, 2011) |
| Leiden University | Social Psychology colloquium, Netherlands (May, 2011) |
| Wharton School of Business | OPIM, University of Pennsylvania, (April, 2011) |
| Fuqua School of Business, | Duke University (March, 2011) |
| University College London | London Judgment and Decision Making (Feb. 2011) |
| Ben Gurion University | Social Psychology colloquium, Israel (Dec. 2010) |
| Hebrew University of Jerusalem | Social Psychology colloquium, Israel (Dec. 2010) |
| University of Groningen | HR, Management and OB seminar, Netherlands (Sept. 2010) |
| Tilburg University | Social psychology department, Netherlands (May, 2010) |
| Kurt Lewin Institute conference | Zeist, Netherlands (April, 2010) |
| University of Pennsylvania | Psychology department, (Sept. 2009) |
| Open University | Israel (Dec.2008) |
| Columbia University | Tory Higgins's lab, Psychology department, (July, 2008) |

Society membership

Association for Psychological Science (APS)
 Association of ERC Grantees (AERG)
 European Association for Social Psychology (EASP)
 European Association for Decision Making (EADM)
 Economic Science Association (ESA)
 Society for Judgment and Decision Making (SJDM)

Referred presentations (selected)

1. Gordon-Hecker, T., Schneider, I., Shalvi, S., & Bereby-Meyer, Y. (2019). Leaving with something: When do people experience an equity-efficiency conflict? Society for Judgment and Decision Making, Montreal, Canada.
2. Danilov, A., Irlenbusch, B., Rilke, R., Weisel, O., & Shalvi, S. (2018). The honest leader effect, Academy of Management, Chicago, USA.
3. Leib, M., Kobis, N., Shalvi, S., & Roskes, M., (2018) In a seller's market, setting precise asking prices backfires, Behavioral Decision Research in Management conference, Boston, USA.
4. Haran, U. & Shalvi, S. (2016). Better be wrong than do wrong: Honest advisors are more persuasive than competent ones, Behavioural Decision Research in Management, Toronto, Canada.
5. *Weisel O. & Shalvi, S. (2015). Corrupt collaboration, Economic Science Association, Heidelberg, Germany.
6. *Leib, M., Shalvi, S., & Moran S. (2015). Corrupt reciprocity, 25th Subjective Probability Utility Decision Making (SPUDM) meeting, Budapest, Hungary.
7. Schurr, A., Pittarello, A., Leib, M., Shalvi, S. (2015). Eyes on the price: Information processing and lower bid bias, 25th Subjective Probability Utility Decision Making (SPUDM) meeting, Budapest, Hungary.
8. *Vainapel, S., Shani, Y., & Shalvi, S. (2015). "Was that a lie?" Motivated Interpretations of potentially painful information, 25th Subjective Probability Utility Decision Making (SPUDM) meeting, Budapest, Hungary.
9. *Gordon-Hecker, T., Pittarello, A., Rozenfart, D., Shamir, T., Shalvi, S., & Bereby-Meyer, Y. (2015), When less is better than more: Preferring equity over efficiency in allocation decisions, 25th Subjective Probability Utility Decision Making (SPUDM) meeting, Budapest, Hungary
10. *Weisel O. & Shalvi, S. (2015). Corrupt collaboration, 25th Subjective Probability Utility Decision Making (SPUDM) meeting, Budapest, Hungary.
11. *Leib, M., Shalvi, S., & Moran S. (2014). Corrupt reciprocity, Annual meeting of the International Association for Conflict Management, Leiden, The Netherlands.
12. *Weisel O. & Shalvi, S. (2014). Corrupt collaboration. Annual meeting of the International Association for Conflict Management, Leiden, The Netherlands.
13. *Weisel O. & Shalvi, S. (2014). Corrupt collaboration. Annual meeting of the Israeli Economic Society.
14. Shalvi, S., & De Dreu, C.K.W. (2014). Oxytocin promotes group serving dishonesty. Israel Society for Cognitive Psychology meeting.

15. Bereby-Meyer, Y., Keysar, B., Hayakawa, S.L., & Shalvi, S. Honesty speaks a second language (2014), European Association of Social Psychology general meeting, Amsterdam, The Netherlands.
16. Bereby-Meyer, Y., Keysar, B., Hayakawa, S.L., & Shalvi, S. (2013). Honesty speaks a second language, 24th Subjective Probability Utility Decision Making (SPUDM) meeting, Barcelona, Spain.
17. Shalvi, S., & De Dreu, C.K.W. (2013). Oxytocin promotes cheating for our loved ones. Social Dilemmas, Zurich, Switzerland.
18. Shalvi, S. (2013). Feeling honest while lying. Pre-conference on Moral Dynamics and Socially Responsible Consumers, at the European Conference of the Association for Consumer Research, Barcelona, Spain.
19. Shalvi, S. (2013). Lies that feel honest. The 1st Neuroethics conference, Tel Aviv, Israel.
20. Pe'er E., Acquisti, A., & Shalvi, S. (2012). "I might have cheated, but only a little:" Partial confessions following unethical behavior. Poster presented at Society for Judgment and Decision Making, Minneapolis, MN.
21. Shalvi, S., Eldar, O. & Bareby-Meyer, Y. (2012). Honesty requires time (and no justifications). 11th Tiber Symposium on Psychology and Economics, Tilburg, Netherlands.
22. Shalvi, S., Eldar, O. & Bareby-Meyer, Y. (2012). Honesty requires time (and no justifications). Poster at Society of Personality and Social Psychology (13th SPSP), San Diego, CA.
23. Roskes, M. Sligte, D., Shalvi, S., & De Dreu, C.K.W. (2012). The right side? Under time pressure approach motivation leads to right-oriented bias. Data Blitz talk (presented by Roskes) at Society of Personality and Social Psychology (13th SPSP), San Diego, CA.
24. Shalvi, S., & De Dreu, C.K.W. (2011). Oxytocin promotes cheating for our loved ones. 1st Israel organizational behavior conference (IOBC), Tel Aviv, Israel.
25. Shalvi, S., & De Dreu, C.K.W. (2011). Oxytocin promotes cheating for our loved ones. 10th Tiber Symposium on Psychology and Economics, Tilburg, Netherlands.
26. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. European Association of Social Psychology general meeting, Stockholm, Sweden.
27. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior, international Conference on Behavioral Decision Making, Interdisciplinary Center, Herzeliya, Israel.
28. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. The Dutch Association for Social Psychology (ASPO), The Netherlands. A proceedings version in Dutch was published as: Is een halve waarheid een hele leugen? Jaarboek Sociale Psychologie, ASPO, 411-419.

29. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. Society for Judgment and Decision Making meeting (SJDJ), St. Louis, MO.
30. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. International Confederation for the Advancement of Behavioral Economics and Economic Psychology (IAREP/SABE/ICABEEP 2010), Cologne, Germany (September, 2010), chaired the session on ethical decision making.
31. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. 9th Tiber Symposium on Psychology and Economics, Tilburg, Netherlands.
32. Shalvi, S., Dana, J., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010) Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. Behavioral Decision Research in Management (BDRM), Pittsburg, PA, (presented by Jason Dana)
33. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2009) Cheap saints or blatant sinners? The cost of lying for almost nothing. Poster, Society for Judgment and Decision Making meeting (JDM), Boston, MA.
34. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2009) Cheap saints or blatant sinners? The cost of lying for almost nothing. 8th Tiber Symposium on Psychology and Economics, Tilburg, Netherlands
35. Shalvi, S., Moran, S. & Ritov, I. (2009) Overcoming initial anchors: The effect of negotiator's dispositional control beliefs. Academy of Management, Chicago, IL, (presented by Simone Moran)
36. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2009) Why do people avoid negotiation? When doing the right thing is costly. Subjective Probability Utility Decision Making (SPUDM), Rovereto, Italy.
37. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2008) Avoiding moral temptation - People pay to walk away. Dutch Association for Work and Organizational Psychology, Heerlen, Netherlands.
38. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2008) Avoiding moral temptation - People pay to walk away. Poster, Society for Judgment and Decision Making (JDM), Chicago, IL.
39. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2008) Why do people avoid negotiation? When doing the right thing is costly. 7th Tiber Symposium on Psychology and Economics, Tilburg, Netherlands.
40. Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2008) Why do people avoid negotiation? When doing the right thing is costly. International Association for Conflict Management (IACM), Chicago, IL.
41. Shalvi, S., Moran, S. & Ritov, I. (2007) Overcoming initial anchors: The effect of negotiator's dispositional control beliefs. Dutch Association for Work and Organizational Psychology, Enschede, Netherlands.

42. Shalvi, S., Moran, S. & Ritov, I. (2007) Overcoming initial anchors: The effect of negotiator's dispositional control beliefs. International Association for Conflict Management (IACM), Budapest, Hungary.
43. Shalvi, S., Holland, R. Wolff, D., Harel, N. Harpaz, O., Dishit M, Ritov, I. (2007). Controllability and perceptual biases of risks and abilities: The case of an f-16 cockpit International Symposium on Aviation Psychology, Dayton, OH. Published in the conference proceedings, pp. 638-643.

Selected media

EU Research | [Getting to the root of corruption](#) | 5 July 2018
 Volkskrant | [The ten commandments replication](#) | 25 May 2018
 BBC | [We all know cheating is bad, so why do we all do it?](#) | 19 August 2016
 BBC | [World update with Dan Damon](#) (radio interview) | 7 July 2016
 Associated Press | [We all lie, scientists say, but politicians even more](#) | 17 April 2016
 The Atlantic | [Corruption corrupts](#) | 10 March 2016
 Spiegel | [Psychologie: In korrupten staaten wird mehr geschummelt](#) | 10 March 2016
 The Telegraph | [Britain has the most honest citizens in the world](#) | 10 March 2016
 Science | 9 March 2016 | [Corrupt societies encourage lying](#)
 Pacific Standard | 10 August 2015 | [When cooperation leads to corruption](#)
 Business Insider | 29 April 2015 | [Science says people lie and cheat in ambiguous situations](#)
 Psychology Today | 19 January 2015 | [Why confessing is good for you](#)
 Assoc. Psychological Science | 25 September 2014 | [Breaking the rules and feeling good about it](#)
 The Irish Times | 4 September 2014 | [The truth, the whole truth about white lies](#)
 LA Times | 31 May 2014 | [Caught in a lie? Maybe oxytocin is to blame, a study suggests](#)
 Scientific American | 18 May 2014 | [What science tells us about why we lie](#)
 The Economist | 5 April 2014 | [Sweet little lies](#)
 BBC | 2 April 2014 | ['Love drug' makes group member lie more](#)
 Haaretz | 1 April 2014 | [Oxytocin made you do it? Lying is hormonal, scientists say](#)
 NRC (Dutch) | 4 February 2014 | [Better not partially confess](#)
 National Geographic | 1 April 2014 | [Oxytocin: Still not a moral molecule](#)
 London and Kirshenbaum | 1 April 2014 | [Oxytocin can make us lie](#) (Hebrew; 36:00 onward)
 The Scientist | 31 March 2014 | [Oxytocin boosts dishonesty](#)
 Chicago Tribune | 25 January 2014 | [Liars, come clean -- it'll make you feel better, study reveals](#)
 Huffington Post | 25 January 2014 | [Telling only the partial truth linked with feeling of guilt](#)
 The Globe and Mail | 23 January 2014 | [Think you can ease your conscience?](#)
 LA Times | 19 January 2013 | [Like Lance Armstrong, we are all liars, expert say](#)
 Forbes | 22 December 2013 | [Do liars lie about lying?](#)
 Scientific American | 18 December 2013 | [Big liars are truthful about lying](#)
 Examiner | 13 December 2013 | [Research reveals the truth about lying](#)
 CNN | 25 January 2013 | [Anthony Weiner, Ryan Braun and a summer of lies](#)
 Calcalist (Hebrew) | 30 December 2012 | [Lying for those we love](#)
 Toronto Sun | 10 September 2012 | [Lying is all in the timing](#)
 Huffington Post | 9 September 2012 | [Why we lie: Time is a factor, study suggests](#)
 The British Psychological Society | 7 September 2012 | [People lie when they are short of time](#)
 Association for Psychological Science | 4 September 2012 | [When do we lie?](#)
 The Economist | 31 May 2012 | [Time to be honest](#)

Haaretz (Hebrew) | 8 April 2012 | [The instinct of lying](#)
 NPR | 2 August 2011 | [Under pressure, soccer goalies tend to dive right](#)
 BBC | 13 July 2011 | [Goalkeepers of losing teams dive right, study says](#)
 NY Times | 10 January 2011 | [Depth of the kindness hormone appears to know bounds](#)
 Science Magazine (News of the week) | 11 June 2010 | [The prickly side of oxytocin](#) and [podcast](#)

Teaching experience

BKO certificate (Basiskwalificatie Onderwijs), Dutch requirement to teach at a university level

Current teaching, University of Amsterdam

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| <i>Behavioral Business Ethics</i> , elective Masters of Economics & Business | 2020 - now |
| <i>Principles in Economics: Moral limits of markets</i> , mandatory 1 st year bachelors | 2017 - now |
| <i>Morality of markets</i> , 3 rd year elective PPLE bachelors program | 2016 - now |
| <i>Behavioral Ethics</i> , elective 2 nd year bachelors course | 2015 - 2019 |
| <i>Introduction to Organizational Psychology</i> , mandatory 1 st year bachelors course | 2016 - 2020 |
| Kurt Lewin Institute, interpersonal track coordinator | 2017 - 2018 |

Executive / MBA training

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| <i>Behavioral Ethics</i> , LAHAV Recanati Business School, Tel Aviv U. | 2014 - 2015 |
| <i>Behavioral Ethics</i> , Burgundy School of Business | 2015 - 2016 |

Teaching at Ben-Gurion University:

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| <i>Temptation and Moral Behavior</i> , elective B.A. research seminar | 2012 - 2015 |
| <i>Applied Social Psychology</i> , mandatory social psych M.A. course | 2012 - 2015 |
| <i>Introduction to Organizational Psychology</i> , mandatory B.A. course | 2013 - 2014 |
| <i>Conflict of Interests and Moral Behavior</i> , elective B.A. course | 2013 - 2015 |

Multiple masters and bachelors thesis supervision.