

Ilana Ritov
Curriculum Vitae
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Education

B.Sc. The Hebrew University of Jerusalem, 1975.
Ph.D. The Hebrew University of Jerusalem, 1988.
Post-Doctoral research, University of Pennsylvania 1988-1990.

Academic Positions

1990-1994 Lecturer, Ben-Gurion University.
1994-1998 Senior Lecturer, Ben-Gurion University.
1998-2001 Senior Lecturer, Hebrew University.
2001- 2006 Associate Professor, Hebrew University.
2006-present Professor, Hebrew University.

Research grants

2001-2004 US-Israel Bi-national Science Foundation: "Evaluation of public actions: attitudes and protected values" (with Jonathan Baron).
2001-2004. Israel Science Foundation: "The effect of time on the evaluation of decision outcome".
2001-2004 NSF- Decision, Risk and Management Science: "Investigating emotion based choice" (with Barbara Mellers).
2004-2006 Israel Science Foundation: "Willingness to help an individual and willingness to help a group: The impact of target singularity on psychological processing".
2004-2008 US-Israel Bi-national Science Foundation: "Intuitions about punishment and deterrence in law: heuristics, biases, and the role of emotions" (with Jonathan Baron).
2006-2010 Israel Science Foundation: "In retrospect: processes affecting long term satisfaction with chosen options".
2011-2015 Israel Science Foundation: "Charitable giving: focus on self, focus on others" (with Tehila Kogut).

Editorial work

Associate Editor: *Judgment and Decision Making*
Editorial board: *Organizational Behavior and Human Decision Processes*.
Editorial board: *Cognition*
Editorial board: *Journal of Behavioral Decision Making*

Ad-hoc reviewer (partial list): Journal of Behavioral Decision Making, Medical Decision Making, Journal of Experimental Psychology: General, Journal of Experimental Psychology: Applied, Journal of Experimental Social Psychology, European Economic Review, Psychological Bulletin, Management Science, Psychological Science, Psychological Review, Science.

Other professional activities

2009 -2011 President, European Association of Decision Making
2010- Elected Fellow, Association for Psychological Science

2013- Scientific Director, I-CORE Center for Empirical Studies of
Decision Making and the Law, The Hebrew University

Publications

- Ritov, I., Gati, I. and Tversky, A. (1990) Differential weighting of common and distinctive components. *Journal of Experimental Psychology: General*, 119, 30-41.
- Ritov, I., Gati, I. and Tversky, A. (1990) Reply to Keren. *Journal of Experimental Psychology: General*, 119, 44.
- Ritov, I. and Baron, J. (1990) Reluctance to vaccinate: commission bias and ambiguity. *Journal of Behavioral Decision Making*, 3, 263-277.
Reprinted in: Sunstein, C. (Ed.): *Behavioral Law and Economics*, Cambridge University Press (1999).
- Ritov, I. and Baron, J. (1992) Status-quo and omission biases. *Journal of Risk and Uncertainty*, 5, 49-61.
- Ritov, I., Baron, J. and Hershey, J.C. (1993) Framing effects in the evaluation of multiple risk reduction. *Journal of Risk and Uncertainty*, 6, 145-159.
- Baron, J. and Ritov, I. (1993) Intuitions about penalties and compensation in the context of tort law. *Journal of Risk and Uncertainty*, 7, 17-33. Reprinted in: Camerer C. and Kunreuther, H. (eds.). *Making Decisions About Liability and Insurance*. Kluwer Academic Publishers (1993).
- Kahneman, D., Ritov, I., Jacowitz, K.E., and Grant, P. (1993) Stated willingness to pay for public goods: A psychological perspective. *Psychological Science*, 4, 310-315.

- Ritov, I. and Baron, J. (1994) Biases in decisions about compensation for misfortune: the role of expectation. *European Journal of Social Psychology*, 24, 525-539.
- Baron, J. and Ritov, I. (1994) Reference points and omission bias. *Organizational Behavior and Human Decision Processes*, 59, 475-498.
- Asch, D., Baron, J., Hershey, J.C., Kunreuther, H., Meszaros, J., Ritov, I., and Spranca, M. (1994) Determinants of resistance to pertussis vaccination, *Medical Decision Making*, 14, 118-123.
- Ritov, I. (1994) Can goals be uniquely defined? A commentary. *Behavioral and Brain Sciences*, 17, 28-29.
- Kahneman, D. and Ritov, I. (1994). Determinants of stated willingness to pay for public goods: A study in the headline method. *Journal of Risk and Uncertainty*, 9, 5-38.
- Ritov, I. and Baron, J. (1995). Outcome knowledge, regret, and omission bias. *Organizational Behavior and Human Decision Processes*, 64, 119-127.
- Ritov, I. (1996). Probability of regret: Anticipation of uncertainty resolution in choice. *Organizational Behavior and Human Decision Processes*, 66, 228-236.
- Ritov, I. and Drory, A. (1996). Ambiguity and conflict management strategy. *International Journal of Conflict Management*, 7, 139-155.
- Ritov, I. (1996). Anchoring in a simulated competitive market negotiation. *Organizational Behavior and Human Decision Processes*, 67, 16-25.
Reprinted in: Bazerman, M. H. (Ed.). *Negotiation, Decision making, and Conflict Resolution*, Vol. 2. Edward Elgar Publishers (2005).
- Ritov, I. and Kahneman, D. (1997). How people value the environment: Attitudes versus economic values. In Bazerman, M., Messick, D., Tenbrunsel, A., and Wade-Benzoni, K. (Eds.). *Psychological Perspectives to Environmental and Ethical Issues* (pp. 33-51). The New Lexington Press.
- Mellers, B.A., Schwartz, A., Ho, K., and Ritov, I. (1997). Emotional reactions to outcomes of risky options. *Psychological Science*, 8, 423-429.
- Ritov I., and Baron, J. (1999). Protected values and omission bias. *Organizational Behavior and Human Decision Processes*. 97, 79-94.
- Kahneman D., Ritov, I., and Schkade, D. (1999). Economic preferences or psychological attitudes: an analysis of dollar responses to public issues.

- Journal of Risk and Uncertainty*, 19, 203-235. Reprinted in: Lichtenstein, S., and Slovic, P. (Eds.). *The Construction of Preference*. Cambridge University Press (2006).
- Mellers, B., Schwartz, A., and Ritov, I. (1999). Emotion-based choice. *Journal of Experimental Psychology: General*, 128, 332-345.
- Ritov, I. (2000). The role of expectations in comparisons. *Psychological Review*, 2, 342-357.
- Moran, S., and Ritov, I. (2002). Initial perceptions in negotiations: evaluation and response to “logrolling” initial offers. *Journal of Behavioral Decision Making*, 15, 101-124.
- Sunstein, C.R., Kahneman, D., Schkade, D., and Ritov, I. (2002). Predictably incoherent judgments. *Stanford Law Review*, 54, 1153-1216.
- Sunstein, C.R., Kahneman, D., Schkade, D., and Ritov, I. (2002). Is incoherence outrageous? *Stanford Law Review*, 54, 1293-1302.
- Avni-Babad, D., and Ritov, I. (2003). Routine and the perception of time. *Journal of Experimental Psychology: General*, 132, 543-550.
- McGraw, P.A., Mellers, B.A., and Ritov, I. (2004). The affective costs of overconfidence. *Journal of Behavioral Decision Making*, 17, 1-15.
- Baron, J., and Ritov, I. (2004). Omission bias, individual differences, and normality. *Organizational Behavior and Human Decision Processes*, 94, 74-85.
- Kogut, T., and Ritov, I. (2005) The singularity effect of identified victims in separate and joint evaluations. *Organizational Behavior and Human Decision Processes*, 97(2), 106-116.
- Kogut, T., and Ritov, I. (2005) The "identified victim" effect: an identified group, or just a single individual? *Journal of Behavioral Decision Making*, 18(3), 157-167.
- Ritov, I. (2005). Cognitive heuristics and deontological rules (a commentary). *Behavioral and Brain Sciences*, 28, 559-560.
- Ritov, I. (2006). The effect of time on pleasure with chosen outcomes. *Journal of Behavioral Decision Making*, 19, 177-190.

- Ritov, I. and Moran, S. (2006). Missed opportunity for creating value in negotiations: Reluctance to making integrative gambit offers. *Journal of Behavioral Decision Making*, 19, 1-15.
- Moran, S. and Ritov, I. (2007). Experience in integrative negotiations: What needs to be learned? *Journal of Experimental Social Psychology*, 43, 77-90.
- Kogut, T., and Ritov, I. (2007). "One of us": Outstanding willingness to help save a single identified compatriot. *Organizational Behavior and Human Decision Processes*, 104, 150-157.
- Bar-Eli, M., Azar, O., Ritov, I., Keidar-Levin, Y., and Schein, G. (2007). Action bias among elite soccer goalkeepers: The case of penalty kicks. *Journal of Economic Psychology*, 28, 606-621
- Bonini, N., Ritov, I., and Graffeo, M. (2008). When does a referent public problem affect financial and political support for public action? *Journal of Behavioral Decision Making*, 21, 169-182.
- Baron, J., and Ritov, I. (2009). The role of probability of detection in judgments of punishment. *Journal of Legal Analysis*, 1, 553-590.
- Baron, J., & Ritov, I. (2009). Protected values and omission bias as deontological judgments. In D. M. Bartels, C. W. Bauman, L. J. Skitka, & D. L. Medin (Eds.), *Moral Judgment and decision making*, Vol. 50 in B. H. Ross (series editor), *The Psychology of Learning and Motivation*, pp. 133–167. San Diego, CA: Academic Press.
- Zamir, E., and Ritov, I. (2010). Revisiting the debate over attorneys contingent fees: A behavioral Analysis. *Journal of Legal Studies*, 39, 245–288.
- Ritov, I., & Baron, J. (2010). Joint presentation reduces the effect of emotion on evaluation of public actions. *Cognition and Emotion*, 25, 657-675.
- Mellers, B., and Ritov, I. (2010). How Beliefs Influence the Relative Magnitude of Pleasure and Pain. *Journal of Behavioral Decision Making*.23,369-382
- 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.
- Kogut, T., and Ritov, I. (2011). The identifiable victim effect, Causes and boundary conditions. In D. M. Oppenheimer & C. Y. Olivola (Eds). *The science of giving: Experimental approaches to the study of charity*, Society for Judgment and

- Decision Making series (pp. 133-145). New York, NY, US: Psychology Press, xviii, 256 pp.
- Zamir, E., and Ritov, I. (2011). Notions of fairness and contingent fees. *Law and Contemporary Problems*, 74, 1-32.
- Kogut, T., and Ritov, I. (2011). "Protective donation": When refusing a request for a donation increases the sense of vulnerability, *Journal of Experimental Social Psychology*, 47(6), 1059-1069.
- Ritov, I., and Kogut, T. (2011). Ally or adversary: the effect of identifiability in inter-group conflict situations, *Organizational Behavior and Human Decision Processes*, 116(1), 96-103.
- Moran, S. and Ritov, I. (2011). Valence framings in negotiations. In Keren, Gideon (Ed) Perspectives on framing. Society for Judgment and Decision Making series, (pp. 239-254). New York, NY, US: Psychology Press, xii, 326 pp.
- Zamir, E., and Ritov, I. (2012) Loss aversion, omission bias, and the burden of proof in civil litigation. *Journal of Legal Studies*, 41, 165-207.
- Schurr, A., Ritov, I., Kareev, J., and Avrahami, J. (2012). Is that the answer you had in mind? The effect of perspective on unethical behavior *Judgment and Decision Making*, 7(6), 679–688.
- Baron, J., Ritov, I. and Greene, J. (2013). Duty to support nationalistic policies. *Journal of Behavioral Decision Making*, 26(2), 128-138
- Haran, U., Ritov, I., and Mellers, B.A. (2013). The role of actively open-minded thinking in information acquisition, accuracy, and calibration. *Judgment and Decision Making*, 8(3), 188–201.
- Schurr, A., and Ritov, I. (in press). "The Effect of Giving it all up on Valuation: A new look at the endowment effect. *Management Science*.
- Ritov, I. and Zamir, E. (in press). Affirmative action and other group tradeoff policies: Identifiability of those adversely affected. *Organizational Behavior and Human Decision Processes*.