

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 – past 5 years

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”.

Editorial work

1998-2007 Editorial board: *Organizational Behavior and Human Decision Processes*.

2008-present Editorial board: *Cognition*

2006-present Associate Editor: *Judgment and Decision Making*

Ad-hoc reviewer for: 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.

Other professional activities

2007 - President elect: European Association of Decision Making

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. (*in press*). The role of probability of detection in judgments of punishment. *Journal of Legal Analysis*.

Baron, J., and Ritov, I. (*in press*). Protected values and omission bias as deontological judgments. In B. H. Ross (Series Ed.) & D. M. Bartels, C. W. Bauman, L. J. Skitka, & D. L. Medin (Eds.), *Psychology of Learning and Motivation*, Vol. 50: *Moral Judgment and Decision Making*. San Diego, CA: Academic Press

Zamir, E., and Ritov, I. (*in press*). Revisiting the debate over attorneys contingent fees: A behavioral Analysis. *Journal of Legal Studies*.

Mellers, B., and Ritov, I. (*in press*). How Beliefs Influence the Relative Magnitude of Pleasure and Pain. *Journal of Behavioral Decision Making*.

Kogut, T., and Ritov, I. (*in press*). The identifiable victim effect, Causes and boundary conditions. In D. M. Oppenheimer & C. Y. Olivola (Eds). *Experimental approaches to the study of charity*. London: Taylor and Francis.

Invited talks – past 5 years

Colloquium. Department of Psychology, Tel Aviv University, January 2004

Invited participant. Invitational Choice Symposium, Boulder, June 2004

Invited round table participant. Workshop on "Happiness, economics and interpersonal relationships", University of Trento, Italy, December 2004.

Colloquium. Department of Cognitive Sciences, University of Trento, Rovereto, Italy, May 2005.

Invited talk. Center for Decision Making and Economic Psychology, Ben-Gurion University, May 2005.

Invited participant. Small-group Meeting on Adaptive Cognition in an Uncertain Environment, University of Heidelberg, Germany, May 2006

Invited participant. Interdisciplinary Conference on Behavioral / Experimental Research on Law. Haifa University, June 2006.

Invited talk. Conference on "Affect, Motivation, and Decision Making", the DeadSea, December 2006

Colloquium. Dept. of Developmental and Socialization Psychology, University of Padova, October 2007

Invited talk. Conference on Experimental Approaches to the Study of Charitable Giving, Princeton University, July 2007

Invited plenary lecture, The Sixth International Conference on Thinking, Venice Italy, August 2008

Invited talk. Economics Department. Tel Aviv University. December 2008

Invited talk. Workshop on Regret, Emotions and Decision Making, Jerusalem, March 2009

Invited participant. Workshop on Perspectives on Framing. Tilburg Institute for Behavioral Economic Research, Tilburg University, June 2009.

Daniel Kahneman Lecture, Annual Meeting of International Association for Research in Economic Psychology, Halifax, Canada. July 2009