

CV – Ro'i Zultan

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Personal info:

Marital status: Married
Nationality: Israeli
Birth date: 15.1.1975
Birth place: Haifa, Israel

Academic:

Nov. 2009 – Jul.2010: Research Assistant, Max Planck Institute of Economics, Jena
Oct. 2005 – Feb. 2010: PhD. student, program in rationality, The Center for the Study of Rationality, Hebrew University of Jerusalem
Mar. 2004: Received M. A. in Psychology and Education within studies towards PhD.
Oct. 1999 – Feb. 2010: PhD. student, Academic-Educational-Research psychology, Hebrew University of Jerusalem
Nov. 2002 – Sep. 2003: Research Fellow, Max Planck Institute for Research into Economic Systems, Jena
Oct. 1996 – Jul. 1999: B.A. in Psychology and General Studies (Archeology and Geography), Hebrew University of Jerusalem

Teaching:

Apr. 2006 – Mar. 2009: Teaching Assistant, Quantitative Research in Education for graduate students
Oct. 2006 – Mar. 2007: Lecturer, Teachers as Researchers (Teachers training program)
Oct. 2005 – Mar. 2006: Lecturer, Game Theory

Feb. 2005 – Jul. 2005: Teaching Assistant, Methodology and Statistics for graduate students

Oct. 2004 – Mar. 2005: Lecturer, Games: Theory and Behavior

Apr. 2004 – Sep. 2004: Teaching Assistant, Measurement of Intelligence

Oct. 2001 – Jul. 2002: Teaching assistant, Research Methods in Education

Oct. 2000 – Jul. 2001: Teaching assistant and course coordinator, Introductory Psychology

Oct. 1999 – Jul. 2000: Teaching Assistant, Introductory Psychology

Research interests:

Rationality

Bounded rationality

Communication and Cooperation

Behavioral Incentives

Order of play

The psychology of Waste

Game Theory

Experimental Methodology

Publications

Sebastian Kube, Sebastian Goerg and Ro'i Zultan (forthcoming). Treating Equals Unequally - Incentives in Teams, Workers' Motivation and Production Technology. *Journal of Labor Economics*.

Carsten Schmidt and Ro'i Zultan (2005). The Uncontrolled Social Utility Hypothesis Revisited. *Economics Bulletin*. 3, pp 1-7.

Carsten Schmidt and Ro'i Zultan (2007). Unilateral Face-to-Face Communication in Ultimatum Bargaining - A Video Experiment. In Oxley, L. and Kulasiri, D. (eds) MODSIM 2007 International Congress on Modelling and Simulation. Modelling and Simulation Society of Australia and New Zealand, pp. 1205-1211.

Working papers

- Ben Greiner, Werner Güth, and Ro'i Zultan (2010). Social Communication and Discrimination: A Video Experiment. *Jena Economic Research Papers #2010-038*.
- Maria Vittoria Levati, Matthias Uhl, and Ro'i Zultan (2010). Imperfect Recall and Time Inconsistencies: An experimental test of the absentminded driver "paradox". *Jena Economic Research Papers #2010-035*.
- Ro'i Zultan, Maya Bar-Hillel, and Nitsan Guy (2010). When Being wasteful Is Better than Feeling Wasteful. *Discussion Paper #550*. The Center for Rationality, The Hebrew University of Jerusalem.
- Maria Vittoria Levati and Ro'i Zultan (2009). Cycles of Conditional Cooperation in a Real-Time Voluntary Contribution Mechanism. *Discussion Paper #511*. The Center for Rationality, The Hebrew University of Jerusalem.
- Andriy Zapechelnyuk and Ro'i Zultan (2008). Job Market Signaling and job Search. *Discussion Paper #488*. The Center for Rationality, The Hebrew University of Jerusalem.
- Andriy Zapechelnyuk and Ro'i Zultan (2008). Altruism, Partner Choice, and Fixed-Cost Signaling. *Discussion Paper #483*. The Center for Rationality, The Hebrew University of Jerusalem.
- Sebastian Goerg, Sebastian Kube, and Ro'i Zultan (2007). Treating Equals Unequally - Incentives in Teams, Workers' Motivation and Production Technology. *Bonn Econ Discussion Papers 17/2007*. Bonn Graduate School of Economics, Bonn, Germany.
- Ben Greiner, Werner Güth, and Ro'i Zultan (2005). Let the Dummy Talk!: Unilateral Social Communication and Discrimination in a Three-Person Dictator Game Experiment. *Working Paper Series in Economics 18*. University of Cologne Department of Economics, Cologne, Germany.
- Carsten Schmidt and Ro'i Zultan (2004). Unilateral Face-to-Face Communication in Ultimatum Bargaining - A Video Experiment. *Discussion Papers on Strategic Interaction 35-2004*. Max Planck Institute for Research into Economic Systems, Jena, Germany.

Other projects:

Communication Strategies in Bargaining Games (with Werner Güth and Ben Greiner)

Conditional cooperation, competition, and group identity (with Vittoria Levati and Johannes Weisser)

Brothers in Arms: Cooperation and outside threats (with David Hugh-Jones)

Direct and Indirect Transparency and Cooperation in Teams (with Eva-Maria Steiger)

Human Foraging Behavior (M.A. thesis)

Incentive Reversal in Teams (with Esteban Klor, Sebastian Kube and Eyal Winter)

Order of Play in Games and Competitions

Privately Contributing to Public Goods over Time - An Experimental Study (with Werner Güth, Maria Vittoria Levati and Andreas Stiehler)

Probabilistic Public goods (with Sebastian Kube)

Real Waste, Appearance of waste, and regret (with Ori Weisel)

Reciprocity to Heterogeneous Contributions in A Public Goods Game (with Luca Corazzini and Sebastian Kube)

Sample Bias and the Endowment Effect (with Matan Tzur)

Short-Term and Long-Term Rate Maximization in Foraging Decisions (with Yaakov Kareev)

Waste Aversion in the Field (with Hal Arkes, Maya Bar-Hillel and Eric Gold)

Grants and prizes

Israel Foundations Trustees Grant #27, 2005-2006.

Rector's Prize for Excellence in a Master's Studies, Hebrew University of Jerusalem, 2000.

Dean's list, Faculty of Social Sciences, Hebrew University of Jerusalem, 1997 and 1998

Conferences, workshops, and talks:

Apr. 2010: International Meeting on Experimental and Behavioral Economics, Bilbao (Talk: Imperfect Recall and Time Inconsistencies: The Absentminded Driver Paradox in the Lab)

Jan. 2010: University College London (Talk: Incentive in Teams: Discrimination and Incentive Reversal)

Jun. 2009: University of Edinburgh, conference on Relativity, Inequality and Public Policy (Talk: Treating Equals Unequally - Incentives in Teams, Workers' Motivation and Production Technology)

- Mar. 2009: University of Haifa, Economic Science Association Asian Pacific Meeting (Talk: An Experimental Study of Incentive Reversal)
- Feb. 2009: Max Planck Institute for Economics, Jena (Talk: Job Market Signaling and Job Search)
- Sep. 2008: University Lumiere Lyon, Economic Science Association European Meeting (Talk: An Experimental Study of Incentive Reversal)
- Jun.-Jul. 2008: The 19th Jerusalem Summer School in Economic Theory on The Economics of Kenneth J. Arrow, Hebrew University of Jerusalem
- Mar. 2008: Max Planck Institute for research on Collective Goods, Bonn (Talk: Incentive in Teams: Discrimination and Incentive Reversal)
- Mar. 2008: University of Mannheim (Talk: Incentive in Teams: Discrimination and Incentive Reversal)
- Aug. 2007: The 26th Arne Ryde Symposium on Communication in Games and Experiments, Lund University (Talk: communication Strategies in Bargaining)
- Jun. 2007: The 18th Jerusalem Summer School in Economic Theory on The Economic Aspects of Communication and information, Hebrew University of Jerusalem
- Feb. 2007: 16th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Peak or Rare?)
- Jun. 2006: EDN Research Workshop: Topics in Organizational Incentives and Experiment Economics, University of Melbourne
- Jun. 2006: Workshop on Economics and Psychology of Football, The University of Mannheim
- Feb. 2006: 15th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: The Uncontrolled Social Utility Hypothesis Revisited)
- Jul. 2005: University of Mannheim (Talk: Pre-play Communication in Simple Bargaining Games)

- Jul. 2005: 14th General meeting of the European Association of Experimental Social Psychology, Würzburg (Talk: Pre-play Communication in Simple Bargaining Games)
- Feb. 2005: 14th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Order of Play in Games of Imperfect Information)
- Oct. 2004: Annual conference, The Israeli Society for Cognitive Psychology, Bar Ilan University (Talk: Human Foraging Behavior)
- Aug. – Sep. 2004: Summer Institute on Bounded Rationality in Psychology and Economics, Max Planck Institute for Human Development, Berlin (Talk: Video Experiments As A Way to Control Communication)
- Jun. 2004: The 15th Jerusalem Summer School in Economic Theory on The Economics of Risk Bearing, Hebrew University of Jerusalem
- Dec. 2003: 13th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Let the Dummy Talk)
- Sep. 2003: University of Erfurt, Economic Science Association European Meeting (Talk: Let the Dummy Talk)
- Jan. 2003: Workshop on Bounded Intelligent Extended Rationality (BIER), Humboldt University in Berlin
- Nov. 2001: 12th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem
- Jan. 2001: 11th. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem