

EDUCATION

- 1997 - 2000 B.A. in Behavioral Sciences, Ben-Gurion University
- 2001 - 2002 M.A. in Social Psychology, Ben-Gurion University. Advisor: Prof. Orit Tykocinski
Title of thesis: Why Do People Want to Know: Emotional and Situational Determinants of Post- Decision Information Search.
- 9/2004 - 9/2007 Ph.D. in Social Psychology Department, Tilburg University, The Netherlands. Advisor: Professor Marcel Zeelenberg
Title: Searching for Negative Information. The pains of “Suspecting the Worst” Versus the Comforts of “Knowing the Worst” (Date Awarded – 14.09.2007).

Academic and Professional Experience

- 2008 – 2009 Visiting Scholar, INSEAD, Asia Campus, Singapore.
- 2009 – 2015 Lecturer in Marketing, Tel Aviv University
- 2015 – 2022 Senior Lecture with tenure in Marketing, Tel Aviv University
- 2022 – Present Associate Professor, Tel Aviv University
- 2023 – Present Head of Marketing Department MBA and M.Sc. program, Tel Aviv University
- 2023 – Present Head of The Miriam and Georg Faktor Entrepreneurial Center, Tel Aviv University

PUBLICATIONS

BOOKS

Shani, Y. (2007). Searching for Negative Information. The pains of “Suspecting the Worst” Versus the Comforts of “Knowing the Worst”. Tilburg Publishers, pp. 118, 2007

ARTICLES

Shani, Y., & Zeelenberg, M. (2007). When and Why do We Want to Know? How Experienced Regret Promotes Post-Decision Information Search. *Journal of Behavioral Decision Making*, 20, 207-222. (lead article)

Shani, Y., Tykocinski, O., & Zeelenberg, M. (2008). When Ignorance is Not Bliss: How Distressing Uncertainty Drives the Search of Negative Information. *Journal of Economic Psychology*, 29, 643-653

- Shani, Y.**, Igou, E., & Zeelenberg, M. (2009). Different perspectives on unpleasant truths: How construal levels influence information search. *Organizational Behavior and Human Decision Processes*, *110*, 36-44
- Shavit, T., Giorgetta, C., **Shani, Y.**, & Ferlazzo, F. (2010). Using an eye tracker to examine behavioral biases in investment tasks: An experimental study. *Journal of Behavioral Finance*, *11*, 185-194
- Shani, Y.**, Cepicka, M.C., & Shashar, N. (2011). Keeping up with the Joneses: Dolphins' search knowledge for knowledge's sake. *Journal of Economic Psychology*, *32*, 418-424
- Shani, Y.**, van de Ven, N. & Zeelenberg, M. (2012). Delaying information search. *Judgment and Decision Making*, *7*, 750-760
- Shani, Y.**, & Zeelenberg, M. (2012) Post-decisional information search: The pains of suspecting the worst versus the comforts of knowing the worst. *Social Influence*, *7*, 193 – 210
- Shavit, T., Rosenboim, M. & **Shani, Y.** (2013) What is more important, The outcome or the probability? *Applied Economics Letters*, *20*, 127 – 130
- Shavit, T., Rosenboim, M., & **Shani, Y.** (2014) Time preference and optimism bias before and after a risky activity: A field experiment, *Journal of Economic Psychology*, *43*, 30-36
- Breugelmans, S. M., Zeelenberg, M., Gilovich, T., Huang, W. H., & **Shani, Y.** (2014) Generality and cultural variation in the experience of regret. *Emotion*, *6*, 1037 - 1048
- Shani, Y.**, Danziger, S., Zeelenberg, M. (2015) Choosing between options associated with past and future regret. *Organizational Behavior and Human Decision Processes*, *126*, 107-114
- Barkan, R., Danziger S., & **Shani, Y.** (2016) Do as I say not as I do. Choice-advice differences in decisions to learn information. *Journal of Economic Behavior & Organization*, *125*, 55 – 67
- Shani, Y.** (2017) When Sharing Is Not Caring: Does uncertainty about bill payment method lead diners to consume more and spend more money? *Journal of Behavioral Decision Making*, *30*, 453-461
- Danziger, S., Disatnik, D., & **Shani, Y.** (2017) Remembering Friends as Not So Friendly in Competitive and Bargaining Social Interactions, *Journal of Behavioral Decision Making*, *30*, 987 – 998
- Shani, Y.**, Appel, G., Danziger, S., & Shachar, R. (2020) Accidentally on purpose: How consumers manage to detach from owned products. *Management Science*, *66* (12), 5757-5782
- Vainapel, S., **Shani, Y.**, & Shalvi, S. (2021). Motivated Interpretations of Deceptive Information. *Brain Sciences*, *11*(3), 297
- Zickfeld, J.,**Shani, Y.**, et al. (2021). Tears evoke the Intention to Offer Social Support: A Systematic Investigation of the Interpersonal Effects of Emotional Crying Across 41 Countries. *Journal of Experimental Social Psychology*
- Morvinski, C., & **Shani, Y.** (2022). Misaligned mindsets between borrowers and lenders of small interpersonal loans. *Organizational Behavior and Human Decision Processes*, *169*, 104117. (Lead article)
- Samore, F., ... **Shani, Y.**... & Wang. (2023). Greater traditionalism predicts COVID-19 precautionary behaviors across 27 societies, *Scientific Reports*
- Vaidis, D., Sllegers, A., Prilolo, D., ... **Shani, Y.** (2024). A Multilab Replication of the Induced-Compliance Paradigm of Cognitive Dissonance. *Advances in Methods and Practices in Psychological Science*.
- Erez, S., **Shani, Y.**, & Carmeli, A. Invention withholding in commercial organizations. *Academy of Management Perspectives*. Forthcoming

AWARDS & FUNDING

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- 2005 – 2007 PhD Studies Fellowship, Israel
- 2007 Award for Early Completion of Doctoral Dissertation, Netherlands
- 2012 – 2014 Israel Foundations Trustees (IFT) – Research Grant

2014 – 2016 Israel Science Foundation (ISF) – Research Grant

2022 – 2026 Israel Science Foundation (ISF) – Research Grant