

# **Prof. Yuval Feldman**

## **Curriculum Vitae**

Faculty of Law  
Bar-Ilan University  
Ramat Gan, Israel 52900

### **Education**

Ph.D. Jurisprudence and Social Policy, University of California, Berkeley, 2004.  
Supervised By Robert D. Cooter; Robert J. Maccoun, Philip Tetlock  
L.L.B. Bar-Ilan University, *Magna Cum Laude*, Ramat-Gan Israel, 1998.  
B.A. Psychology, *Magna Cum Laude*, 1998.

### **Research Interests**

Behavioral Analysis of Law; Quantitative Approaches to Law and Society;  
Experimental Law and Economics; Ethical Decision-Making; Employment Law;  
Regulatory Impact and Social Norms; Compliance, Organizational Misconduct;  
Formal and Non-formal Enforcement Strategies.

### **Professional Experience**

2017-Present	Full professor (Mori Lazarof Cair in Legal Research)
2015 –Present	Full Professor (Kaplan Chair in Legal Research), Faculty of Law, Bar-Ilan University.
2014- Present	Senior Fellow for Research, The Israel Democracy Institute,
Sum, 2013	Visiting Professor (Behavioral Law and Econ) U. Torino, Italy
2013-2015	Non-Residential Lab Fellow, Edmond J. Safra Center for the Study of Ethics (Project on Organizational Ethical codes)
2011-2013	Lab Fellow the Edmond J. Safra Center for Ethics (Law School) and the Banaji Social Cognition Lab (Psych Dept.) Harvard University
2011-2015	Professor of Law (Chaver/Associate), Faculty of Law, Bar-Ilan University.
2009 -2011	Senior Lecturer (with tenure), Faculty of Law, Bar-Ilan University.

2005-2009	Lecturer, Faculty of Law, Bar-Ilan University.
2004-2005	Instructor, Faculty of Law, Bar-Ilan University.
2000-2002	Graduate Student Instructor, Economic Analysis of Private Law, University of California, Berkeley
2000-2002	Graduate Student Instructor, Public Choice, University of California, Berkeley
Sum, 2001	Research Assistant, AFL-CIO State Legislation Project, California Institute of Industrial Relations.
Sum, 2000	Research Assistant, Prof. Robert J. MacCoun, Econometric Analysis of Social Norms and Juvenile Drug Use, University of California, Berkeley.
1998-1999	Teaching Assistant, Criminal Law, Shaarey Mishpat College of Legal Studies, Hod Hasharon.
1998-1999	Clerk to the Honorable Justice Tova Strasberg-Cohen, Israel's Supreme Court, Jerusalem.
1997-1999	Teaching Assistant, Criminal Law, Bar-Ilan University, Ramat-Gan.
1997-1998	Dr. Rosensweig and Co. Attorneys, Tel-Aviv (Tax Law).

### **Competitive Grants**

2020-2023	Research Grant (with Eyal Pe'er) Regulating Dishonesty <b>Israel National Science Foundation</b>
2019-2021	Research Grant for Bruno Award Recipients <b>Yad Handiv</b>
2017-2018	The Impact of Majority Nationalism Laws on Intergroup Relations (with Netta Barak-Koren & Noam Gidron) <b>Barak Interdisciplinary</b>

**Research Center; Minerva Foundation , Elicia Foundation,**  
Hebrew U.

- 2015-2018 Co-PI Piecemeal Adjudication (PI Sahy N. Lavie) **Israel National Science Foundation**
- 2015-2016 **BIU Provost Competition for annual research groups** –research group head Deliberative and Non-Deliberative Choices and Public Policy
- 2015 Can we Regulate 'Good' People in Subtle Conflicts of Interest Situations (with Eliran Halali) **Jerusalem Crime Group**
- 2013-2015 Expressive effects of Ethical codes: An Experimental Survey of U.S employees' Interpretation, understanding and implementation of institutional ethical policies (With Francesca Gino and Maryam Kaouchaki). **Non-Residential Grant, Edmond J. Safra Center for Ethics at Harvard University**
- 2014 Behavioral Analysis of Law: Motivation, Cognition and Moral Judgments (with Ilana Ritov, Tehila Kogut, Doron Teichman and Eyal Zamir). **Israel National Science Foundation ISF -Workshop Grant**
- 2011-2013 The Contribution of Ambiguity to the Creation and Endurance of Noncompliance in Organizations. **Edmond J. Safra Center for Ethics at Harvard University** (Residential Lab Grant)
- 2011-2014 Contractual Compliance Motivations (with Doron Teichman). **Israel National Science Foundation**
- 2009-2011 The Immunity of Civilians in War: Exploring Moral Intuitions about Killing Innocents in Military Conflicts (with Itzhak Benbaji). **Israel National Science Foundation ISF**
- 2008-2009 The Litigation Bounty: A Study of the Comparative Effectiveness of Monetary Rewards as Compliance Systems (with Orly Lobel). **American Bar Association**
- 2008-2009 The Regulatory State at the 21st Century: Fundamental Questions in the Design of Regulatory Policy - Lessons from the Environmental Field (with Oren Perez). **Israel National Science Foundation ISF - Workshop Grant**
- 2008-2009 An Experimental Analysis of the Effect of Fairness, Social Norms, Self-interest and Legal Context on the Optimal Specificity of Legal Rules. **German-Israel Foundation-Young Scientists Program**

- 2006-2008 The Instrument Choice Dilemma in the Environmental Field: An Experimental Approach to the Effect of Regulation on the Formation of Social Norms. Israel (with Oren Perez). **Israel National Science Foundation ISF**
- 2005-2007 Labor Laws, Employment Contracts and Collective Agreements: An Experimental Survey of Israeli Employees' Attitudes toward Legality in the Workplace. **EU International Reintegration Grant (Marry Currie).**
- 2005-2006 Research Grant (with David Hann). **Institute for the Study of the Banking Industry**

### **Honors and Fellowships**

- 2020 The Bruno Award for Ground Breaking Researchers under 50
- 2019 The Chesin Award for excellence in Legal research for Senior Scholar
- 2011-2013 Edmond J. Safra Center for Ethics at Harvard University
- 2008 The Zeltner Award for the Young Scholar – Tel-Aviv University and the Rotary Foundation
- 2007-2010 Alon Fellowship – Israel's Counsel for Advancing Science
- 2003 Liberty Fund, DC, Honorarium
- 2002-2003 UC Berkeley Graduate Division, Fellowship
- 2002 George Mason University, Honorarium
- 2001-2004 Institute for Humane Studies, Research Fellowship
- 2003-2004 JSP/Graduate Division Department Level Fellowships
- 2001-2002 JSP/Graduate Division Department Level Fellowships
- 2000-2004 John M. Olin Research Fellowship in Law and Economics
- 2000 Society of Psychological Study of Social Issues
- 1999-2001 Fulbright (U.S-Israel) Doctoral Fellowship
- 1999-2000 The Rothschild Foundation – *Yad Hanadiv*- Doctoral Fellowship

### **Academic Activities**

- 2020-2021 Co-organizer (with Dr. Adi Libson ) of an international research group on Corporate Governance and Behavioral Ethics funded by the Institute of Advance Studies in Jerusalem

- 2020 Member of the Steering Committee Academia IL Collective Impact on Covid 19 (an initiative of 1000+ researchers from all universities in Israel)
- 2019-2020 Representative of the Law school in the university appointments committee
- 2017 - - Co-Founder (with Benjamin Van Rooij and Adam Fine) Compliance net (global network of compliance researchers)
- 2016-2020 Member of Israel's Young Academy of Sciences
- 2016 -2017 Justice and Ethics Group for the Behavioral Science and Policy Association in support of the White House Social and Behavioral Science Team (WH SBST).
- 2016 - European Journal of Law & Economics Editorial Board
- 2017 - Regulation & Governance Editorial Board
- 2018 - Law & Policy Editorial Board
- 2015-2016 Organizer of a Multi-Disciplinary Group on Deliberative and Non-Deliberative Choices and Public Policy (funded by BIU Provost)
- 2015-2018 Co-Director (with Dr. Raanan Sulziano Keinan) ERC Funded Behavioral and Experimental Research Group on Proportionality Judgments (6 researchers) (PI Mota Kreminzer)
- 2015- 2017 Co-Director (with Yotam Margalit) Research Group on Reform in Public Sector and Employment Relationship in Israel (Funded by the Israel Democracy Institute)
- 2015 Higher Academic Council Bar Ilan ; University Appeals Committee
- 2014-2014 Senior Research Fellow, Israeli Institute of Democracy, starting
- 2012- Member of the Editorial Board of Regulation & Governance
- 2010-2018 Member of the Hiring Committee
- 2014 Member of the Program Committee ISNIE, Harvard University 2015
- 2005-2010 Member of Graduate Program Committee

### **International Conferences and Workshops: Organized**

- 2018 Co Organizer (with Benjamin Van Rooij and Adam Fine) Inaugural Conference on Measuring Compliance UC Irvine June 2018

- 2016 Co Organizer (with Eyal Peer and Oren Perez) International conference on deliberative and non-deliberative choices and public policy
- 2016 Co Organizer (with Ra'anan Sulziano Keinan and Talia Steiner) ERC Expert workshop on behavioral and experimental approaches to Proportionality
- 2013 Co-Organizer (with Ilana Ritov, Tehila Kogut, Doron Teichman and Eyal Zamir). Behavioral Analysis of Law: Motivation, Cognition and Moral Judgments (ISF Funded)
- 2009 Co-Organizer (with Oren Perez) International workshop on Regulation (Funded by the ISF)
- 2006 Co-organizer (with Alon Harel) International Conference on Social Norms and Legal compliance (Funded by the EU Grant)

**Presentation in International Conferences and Workshops (last updated May 2020)**

- The Futile Legal Attempt to Change Peoples' moral preferences ( with Yoram Kaplan) **UC Berkeley** Feb 2020
- Effect of Nation Law on intergroup relations in Israel (With Netta Barak-Coren and Noam Gidron) Annual Conference of Empirical Legal Conference **Clermont Mckenna** College Nov 2020
- Big Data and Bounded Ethicality (with Yotam Kaplan) 2<sup>nd</sup> Annual Compliance Net **Villanova University** May 2019
- The Law of Good People CUP (2018)  
**Oxford University** The center for Socio Legal Studies, **Stanford University** Faculty workshop, **UC Berkeley** Law, Econ and Business Workshop, **UC Hastings** Workshop, **Notre dam U** in Dublin; **U of Lausanne** Regulatory Governance Standing Group, **NYU** Law and Economics; **Penn** Law and Regulation ; **NYU Stern** Business School-Ethical Group; U of **Michigan Ross Business School** – Business Ethics; Key note Italian Law and Economics Annual Conference- **U of Salento** ; **Chicago Law School**- Law and Economics Society ; ComplianceNet First annual conference **UC Irvine**, **American Bar Foundation** Seminar,; Frankfurt University; **Bonn University** Law and Economics Workshop, **Munich Technical University**, **Bocerious** Law School, Hamburg; Italian Law and Economics KeyNote u of Salento; Athens Key note, Key Note **Salezia University** in Katowich Book Panel **Utrecht University** ; Book Symposium Law and Society Washington DC 2019; Annual Employment law Symposium **KU Leuven**
- The ethical perils of codes of conduct written in a personal, informal language (Maryam Koachaki and Francesca Gino) American Law and Economics Association **Yale University** May 2017 ; in Symposium on Cheating in the Workplace: New

Directions in Theory and Research **Academy of Management** Conference Atlanta Aug 2017 ; Experimental Social Psychology Boston Oct 2017; Conference on Empirical Legal Studies, **Michigan University**

- Using Big data to Curb Ordinary Unethicality (with Yotam Kaplan) , ECPR Standing Group, **U of Lausanne**; Private law consortium **Harvard University**; complianceNet conference **UC Irvine** ; ELEA, September 2019
- Regulating Good People in Subtle Conflict of interest Situations: Wink the Nudge **Utrecht University** May 2017
- The law and Economics of Good and Bad People, Key Note Panel Italian Law and Economics, **U Turin** Dec 2016
- Economics ; **Penn** Regulation series; **American Bar Foundation** ; Key Note speech at the 2018 Italian Law and Economics
- Behavioral Insight Teams : Legal and Ethical Perspectives BX2016 **Harvard University** June 2016
- Can we Regulate Good People? (with Eliran Halali) in The Annual Conference of Empirical Legal Studies, **Washington U St. Louis** Oct 2015; Inaugural European Empirical Legal Studies Conference, **U of Amsterdam** June 2016;
- Formal and Social Enforcement in Response to Individual vs. Corporate Transgressions" ( with Uriel Haran and Doron Teichman) in The Annual Conference of Empirical Legal Studies, **Washington U St. Louis** Oct 2015 (Doron)
- Regulating Situational and Intentional Wrong-Doers, TILEC **Tilburg University** Sept 2015
- The Law of Good People: Challenging States' Ability to Regulate Human Behavior, **Notre Dam U** Dublin July 2015
- 'Anchoring Legal Standards' (with Doron Teichman and Amos Schur) in **The 9<sup>th</sup>** Annual Conference of Empirical Legal Studies, **UC Berkeley** Nov 2014. American Law and Economics Association May 2015
- 'Behavioral Insights on Employee Mobility in the Hi-Tech Industry', in The Non-Compete Workshop, the Max Plank Institute for the Study of Innovation, **Munich**, Nov 2014.
- 'The Law of Bad and Good People' in Workshop on Individual Differences in Law, **Notre Dam in London** June 2014.
- Representing Israel (with Prof. Ilana Ritov) Inauguration meeting of the Global Empirical Legal Studies , **Cornell University** June 2014
- 'Behavioral Tradeoffs' (with Orly Lobel) in *Workshop – Nudging in Europe: what can Law Learn from Behavioral Science*, **University of Liege, Belgium** Dec 2014.
- 'Expressive effects of Ethical codes: An Experimental Survey of U.S employees' Interpretation, understanding and implementation of institutional

ethical policies' (With Francesca Gino and Maryam Kaouchaki) in **Edmond J. Safra Center Harvard Law School**.

- 'Behavioral Equity' (with Henry Smith) in What Makes Intervention Legitimate? *31st Seminar on New Institutional Economics*, **Weimar, Germany**, June 2013; *The Law and Econ Workshop of Harvard University*, Feb 2014; *Faculty workshop of the IDC Herzeliya And Tel Aviv University Law Schools*
- 'Legal Ambiguity and Self Interest: The role of Dual-Process Interpretation in Implicit Corruption' (with Mazarin Banaji and Greg Willard) in *American Association of Law and Society conference*, **Boston**, May 2013/
- 'An Experimental Analysis of the Effect of Good Faith, Legal Specificity and Probability of Sanctioning on Compliance and Performance' (With Henry Smith and Constantine Boussalis) in *American Association of Law and Society conference*, **Boston**, May 2013; *Conference of Empirical Legal Studies, University of Pennsylvania*, October 2013; *American Law & Economics (Henry) Private Law Workshop, U Penn Law School*, May 2014.
- 'Optimizing the Efficacy of Law in Curbing Misconducts in the Pharmaceutical Industry' (with Rebecca Gauthier & Troy Schuller) in *American Association of Law and Society conference*, **Boston**, May 2013. [Invited Paper for Symposium J. LAW, MEDICINE & ETHICS].
- 'Bounded Ethicality and the Law: A Proposed Framework for the incorporation of Ethical Decision Making Research into Behavioral Law and Economics' in *Law and Market Behavior Conference*, **University of Notre Dame**, April 2013.
- 'Commonsense Morality and the Ethics of Killing in War: An Experimental Survey of the Israeli Population' (with Yitzhak Benbaji and Amir Falk) in *Empirical Legal Studies Conference*, **Stanford University**, 2012.
- 'Perception of Legality, Dual Process Reasoning, and Ethical Decision-Making' in *PCW, Academy of Management Annual Conference*, **Boston**, August 2012.
- 'The Effect of Specificity and Monitoring on Compliance, Performance and Innovation' in *Gruter Institute Conference*, **Lake Tahoe**, May 2012.
- 'Reference Points and Contract Interpretation: An Empirical Examination' (With Doron Teichman and Amos Schur) in *American Law and Economics Annual Meeting Stanford university* 2012 (Doron); *Boston University Law School Faculty Workshop*, **Boston**, April 2012; *UC Berkeley Law and Econ Workshop, Berkeley University*, October 2012.
- 'Motivating Environmental Action in an Heterogeneous Regulatory Environment: Framing, Crowding out and Institutional Effects' (With Oren Perez) in *Annual Meeting of the Society of Environmental Law and Economics*, **University of Amsterdam**, June 2011 (Oren).
- 'Are all Contractual Obligations Created Equal?' (with Doron Teichman) in *American Law and Economics Association*, **Columbia University**, May 2011; *A joint ETH Zurich Workshop*, (University of Zurich, University of St. Gallen



and University of Lucerne Law and Economics), **Zurich**, February 2011; and *Conference on Empirical Legal Studies*, **Yale University**, November 2010.

- 'The Incentives Matrix: Experimental Studies of the Comparative Effectiveness of Enforcement Systems' (with Orly Lobel) in *American Bar Foundation*, **Chicago**, November 2010; *Yale-Stanford Junior Faculty Forum*, **Yale**, June 2010; *American Law and Economics Association*, **Princeton**, May 2010; *Building Theory through Empirical Legal Studies*, **UC Berkeley**, April 2009.
- 'Decentralized Enforcement Techniques' (with Orly Lobel) in *Law & Society Annual Meeting*, **Chicago**, May 2010.
- 'The Complexity of Disentangling Intrinsic and Extrinsic compliance Motivations: Theoretical and Empirical Insights from the Behavioral Analysis of Law' in *Washington U at St. Louis Round Table on For Love or Money*, **Washington**, March 2010.
- 'Legal Uncertainty as an Authenticity Enhancing Device' (with Shachar Lifshitz) in *Behavioral Analysis of Law*, **Haifa University**, December 2009; *ILSA*, **IDC Herzeliya**, December 2010.
- 'What Employees Really Want' (with Amir Falk and Miri Katz) in *Empirical Legal Studies Conference*, **Tel Aviv University**, March 2009; *Law & Society Annual Meeting*, **Chicago**, May 2010.
- 'How Law Changes the Environmental Mind: An Experimental Study of the Effect of Legal Norms on Moral Perceptions and Civic Enforcement' (With Oren Perez) in *ILSA*, **Hebrew University of Jerusalem**, December 2008.
- 'Are all Legal Probabilities Created Equal' (with Doron Teichman) in *Empirical and Behavioral Analysis of Criminal law*, **Hebrew University of Jerusalem**, May 2008; *Boston University Law and Economics Workshop*, **Boston**, September 2008; *European Law and Economics* (Presented by Doron), **Rome**, September 2009; *Max Planck Institute for Human Development*, **Berlin**, September 2009; *Max Planck Institute for Collective Goods*, **Bonn**, September 2009/
- 'Mandated Justice: The potential promise and possible pitfalls of mandating procedural justice' (with Tom Tyler) in *Empirical Legal Studies Annual Conference*, **Cornell University**, September 2008; *American Law and Society Association* (Tom), **McGill University**, May 2008; **Hebrew University of Jerusalem**, 2010.
- 'Decentralized Enforcement in the Workplace: An Experimental Analysis of the interrelationship between the State, the Organization and the Individual Employee' (with Orly Lobel) in *American Law and Society Association-Workshop on Regulation* in **Humboldt University**, , July 2007.
- 'The Misperception of Norms: The Psychology of Bias and the Economics of Equilibrium' (with Robert D. Cooter, Michal Feldman), *American Law and Economics Association* (Robert), **Harvard University**, May 2007)

- 'Are all Legal Dollars Created Equal' (with Doron Teichman) in *Euro-Journal of Empirical Legal Studies*, **Berlin**, July 2007.
- 'Social Norms and Legal Ambiguity: An Experimental Analysis of the Rule vs. Standard Dilemma' (with Alon Harel) in *Behavioral and Experimental Law and Economics*, **The Hebrew University of Jerusalem**, June 2006; *Max Plank Institute for the Study of Collective Goods*, **Bonn**, January 2007.
- 'The Expressive Function of the Law: Legality, Cost, Intrinsic Motivation and Consensus' in *The First Conference of Empirical Legal Studies*, **University of Texas**, October 2006.
- *XVIII World Congress on Labor law and Social Security*, **Sorbonne**, September 2006.
- 'The Behavioral Foundations of Trade Secrets: Tangibility, Authorship and Legality' in *IP in the Workplace*, **IDC Herzliya**, December 2005.
- 'Behavioral and Social Mechanisms that Undermine Legality in the Workplace: Examining The Efficacy of Trade-Secrets Laws Among Knowledge Workers in Silicon Valley' in *Workshop on the Law and Economics of Intellectual Property*, **LIUC**, Italy, July 2005; *Law and Society 10th Summer Institution*, **Berkeley University**, July 2003.
- 'The Behavioral Foundations of Trade Secrets: Tangibility, Authorship and Legality' in *Law and Society Annual Meeting*, **Chicago**, May 2004.
- 'The Behavioral Foundations of the Expressive Function of the Law' in *Law and Society Annual Meeting*, **Chicago**, May 2004.
- 'Old Wine for the "New" Norms Literature, The Social Psychology of Social Norms and Legal Compliance in *The Law and Economics of Irrational Behavior*, **George Mason University**, November 2002.
- 'An Experimental Approach to the Study of Normative Failures: Divulging of Trade Secrets by Silicon Valley Employees in *Law and Society Association Annual Meeting* **University of British Columbia**, June 2002.
- 'Perceptions of Human Capital, Normative Control and Fairness: An Experimental Approach to Silicon Valley Trade-Secret Practices' in *Law, Economics and Psychology*, **UC Berkeley**, April 2002.
- 'Control or Security , Therapeutic Approach to the Freedom of Contracts' in *Second International Conference on Therapeutic Jurisprudence*, **University of Cincinnati**, May 2001.

- 'Motivational Jurisprudence and legal Policy' in *Annual Meeting of The Society of Psychological Study of Social Issues*, **University of Minnesota**, June 2000.

---

## **Publications**

### **Books**

The Law of Good People: Challenging States' Ability to Regulate Human Behavior (Cambridge University Press 2018)

1. Honesty Pledges for the Behaviorally-based Regulation of Dishonesty (with Eyal Pe'er) forthcoming **J. of European Public Policy** (2021)
2. Ethical Blind Spots & Regulatory Traps: On Distorted Regulatory Incentives, Behavioral Ethics & Legal Design (with Yotam Kaplan) forthcoming **Advances in Law & Economics** (2021)
3. Corporate law for Good People (with Adi Libson and Gideon Parchomovsky) forthcoming 115 **Northwestern Law Review** 1125 (2021)
4. Law and Preferences: A Behavioral Ethics Approach (with Yotam Kaplan) forthcoming in **Theoretical Inquiries in Law** (2021)
5. The Law of Good People—Book Symposium: Reply to Comments and Criticism **Jerusalem Review of Legal Studies**, Volume 22, Issue 1, (2020)
6. Motsenok, M., Steiner, T., Netzer, L., Feldman, Y., & Sulitzeanu-Kenan, R. (Forthcoming). The slippery slope of rights-restricting temporary measures: An Experimental Analysis. **Behavioural Public Policy**. 2020
7. Which nudges do businesses like? Managers' attitudes towards nudges directed at their business or at their customers (with Ariel Tikotski & Eyal Pe'er)  
**Journal of Economic Behavior & Organization** (2020)
8. The Ethical Perils of Personal, Communal Relations: A Language Perspective (with Maryam Koachaki and Francesca Gino) **Psychological Science** (2020)
9. *Bounded Ethicality and Big Data (with Yotam Kaplan)* **Cornell J. of Law & Public Policy**. (2020)

10. *Poor Consumer(s) Law: The Case of High-Cost Credit and Payday Loans* (with Shmuel Becher & Orly Lobel) in **LEGAL APPLICATIONS OF MARKETING THEORY**, (Jacob Gersen & Joel Steckel, eds., Cambridge University Press, 2020).
11. *Do Minorities like Nudges*, **J. OF BEHAVIORAL DECISION MAKING 2019** (with Eyal Pe'er, Eyal Gamliel, Ariel Tikotsky)
12. *Behavioral ethics as compliance* **in THE CAMBRIDGE HANDBOOK OF COMPLIANCE** (Sokel and van Rooij eds, 2019) (with Yotam Kaplan)
13. *The Provocative effect of Law: Majority Nationalism and Minority Discrimination*, 15(4) **J. OF EMPIRICAL LEGAL STUDIES** (forthcoming, 2018) (with Netta Barak-Coren and Noam Gidron)
14. *Adjusting legal Standards*, **EUROPEAN J. OF LAW & ECONOMICS** (2018) (with Shay N. Lavie and Tal Ganor)
15. *Curbing Organizational Corruption: to Reduce Misconduct, add Behavioral Ethics to your Toolbox*, **BEHAVIORAL SCIENCE AND POLICY Special Volume on Corruption** (2018)
16. *Regulating Good People in Subtle Conflict of Interest Situations*, **J. OF BUSINESS ETHICS** (2017) (with Eliran Halali)
17. *Justice and Ethics White Paper Combatting Biased Decision Making and Promoting Justice and Equal Treatment*, **BEHAVIORAL SCIENCE & POLICY** (2017) (with Sah, S., Tannenbaum, D., Cleary, H., Glaser, J., Lerman, A., MacCoun, R., Maguire, E., Slovic, P., Spellman, B., Spohn, C., Winship, C.)
18. *An Experimental Analysis of the Effect of Good Faith, Legal Specificity and Probability of Sanctioning on Compliance and Performance*, **REGULATION AND GOVERNANCE** (2017) (With Henry Smith and Constantine Boussalis)
19. *Formal and Social Enforcement in Response to Individual vs. Corporate Transgressions*, **J. EMPIRICAL LEGAL STUDIES** (2016) (with Uriel Haran and Doron Teichman)
20. *Rule Orientation and Behavior: Development and Validation of a Scale Measuring Individual Acceptance of Rule Violation* forthcoming, **PSYCHOLOGY, PUBLIC POLICY & LAW** (2017) (with Adam Fine, Benjamin Von Rooij, Shaul Shavlie and Elizabeth Cauffman)
21. *Non Verbal Market Manipulation and Consumer Protection Law*, **CARDOZO LAW REVIEW** (2017) (with Shmuel Becher)

22. *Anchoring Legal Standards*, **J. EMPIRICAL LEGAL STUDIES** (2016) (with Doron Teichman and Amos Schur)
23. *Blinding the Law: The Potential Virtue of Legal Uncertainty* (With Shahar Lifshits). In: Robertson, C.T., Kesselheim, A.S. (Eds.), **BLINDING AS A SOLUTION TO BIAS: STRENGTHENING BIOMEDICAL SCIENCE, FORENSIC SCIENCE, AND LAW**, Academic Press, 345-361. (2016)
24. *A Call for an Integrative Understanding of the Mechanisms Generating Employment Discrimination*, **LAW & ETHICS OF HUMAN RIGHTS** (2015) (with Tamar Kricheli-Katz).
25. *Behavioral Trade-Off, in Nudging and the Law*, in **WHAT CAN EU LAW LEARN FROM BEHAVIOURAL SCIENCES?** (Alberto Alemanno and Anne-Lise Sibony Eds., Hart Publishing, 2015) (with Orly Lobel).
26. *Commonsense Morality and the Ethics of Killing in War: An Experimental Survey of the Israeli Populatio*, **LAW & ETHICS OF HUMAN RIGHTS** (2015) (with Itschak Benbaji and Amir Falk).
27. *Behavioral ethics meets behavioral law and economics*, in **HANDBOOK OF BEHAVIORAL LAW AND ECONOMICS** (Eyal Zamir and Doron Teichman Eds. Oxford University Press, 2014).
28. *Behavioral Equity*, 170(1) **JOURNAL OF INSTITUTIONAL AND THEORETICAL ECONOMICS** 137 (2014) (with Henry Smith).
29. *Curbing Misconducts in the Pharmaceutical Industry: Insights from Behavioral Ethics and the Behavioral Approach to Law*, 40 **J. LAW, MEDICINE & ETHICS** 620 (2013) (with Rebecca Gauthier & Troy Schuller).
30. *Reference Points and Contract Interpretation: An Experimental Examination*, 10(3) **J. EMPIRICAL LEGAL STUDIES** 512 (2013) (with Amos Schurr & Doron Teichman).
31. *Individuals as Enforcers: the Design of Employee Reporting Systems*, in **EXPLAINING REGULATORY COMPLIANCE: BUSINESS RESPONSES TO LEGAL, VOLUNTARY AND TRANSNATIONAL REGULATION** 263 (Elgar Press 2012) (with Orly Lobel).
32. *Law and Economics of Employment law*, **HANDBOOK OF LAW & ECONOMICS IN ISRAEL** (2012) (with Orly Lobel and Lilach Luria).

33. *Mandated Justice: The potential promise and possible pitfalls of mandating procedural justice*, **REGULATION AND GOVERNANCE** (2012) (with Tom Tyler).
34. *Motivating Environmental Action in a Pluralistic Regulatory Environment*, **LAW & SOCIETY REVIEW** (2012) (with Oren Perez).
35. *Are all Contractual Obligations Created Equal*, 100 **THE GEORGETOWN LAW JOURNAL** 5 (2011) (with Doron Teichman).
36. *Behind the veil of Legal Uncertainty*, 74 **J. LAW AND CONTEMPORARY PROBLEMS** (2011) (with Shachar Lifshitz).
37. *The Complexity of Disentangling Intrinsic and Extrinsic Compliance Motivations: Theoretical and Empirical Insights from the Behavioral Analysis of Law*, 11 **WASH U J. OF LAW AND POLICY** [Symposium --For Love or Money] (2011).
38. *Toward a Behaviorally Responsive Regulation*, **HANDBOOK OF REGULATION** (Elgar Press 2011).
39. *What Do Workers Really Want*, 15 (1) **EMPLOYEE RIGHTS & EMPLOYMENT POLICY JOURNAL** (2011) (with Amir Falk and Miri Katz).
40. *Law and Psychology: Some Thoughts on the Future of the Field*, 12 **LAW & BUSINESS** 267 (2010).
41. *The Incentives Matrix: The Comparative Effectiveness of Rewards, Liabilities, Duties and Protections for Reporting Illegality*, 87 **TEXAS LAW REVIEW** (2010) (With Orly Lobel).
42. *Are all Legal Probabilities Created Equal*, 84(4) **NYU LAW REVIEW** 980 (2009) (with Doron Teichman).
43. *Ex Ante vs. Ex-Post: Optimizing State Intervention in Exploitive Triangular Employment Relationship*, 30(4) **COMPARATIVE LABOR LAW AND SOCIETY** 751 (2009).
44. *How Law Changes the Environmental Mind: An Experimental Study of the Effect of Legal Norms on Moral Perceptions and Civic Enforcement* , 36(4) **J. LAW & SOCIETY** 501 (2009) (With Oren Perez).

45. *The Expressive Function of the Trade Secret Law: Legality, Cost, Intrinsic Motivation and Consensus*, 6(1) **JOURNAL OF EMPIRICAL LEGAL STUDIES** 177, (2009).
46. *The Misperception of Norms: The Psychology of Bias and the Economics of Equilibrium*, 4(3) **REVIEW OF LAW & ECONOMICS** (2009) (with Robert D. Cooter and Michal Feldman).
47. *Are all Legal Dollars Created Equal*, 102(1) **NORTHWESTERN UNIVERSITY LAW REVIEW** (2008) (with Doron Teichman).
48. *Behavioral versus Institutional Antecedents of Decentralized Enforcement: An Experimental Approach*, 2(2) **REGULATION & GOVERNANCE** 165 (2008) (with Orly Lobel).
49. *Social Norms, Self-Interest and Ambiguity: An Experimental Analysis of the Rule vs. Standard Dilemma*, 4(1) **REVIEW OF LAW & ECONOMICS** (2008) (with Alon Harel).
50. *File Sharing Law and Norms*, 43 **SAN DIEGO LAW REVIEW** 577 (2006) (with Janice Nadler).
51. *The Behavioral Foundations of Trade Secrets: Tangibility, Authorship and Legality*, 3(2) **JOURNAL OF EMPIRICAL LEGAL STUDIES** 197 (2006).
52. *Some Well-Aged Wines for the "New Norm" Bottles , Implications of Social Psychology to Law and Economics*, **THE LAW AND ECONOMICS OF IRRATIONAL BEHAVIOR** (Francesco Parisi and Vernon Smith (eds.), Stanford University Press 2005) (with Robert J. MacCoun).
53. *An Experimental Approach to the Study of Normative Failures: Divulging of Trade Secrets by Silicon Valley Employees*, **JOURNAL OF LAW, TECHNOLOGY AND POLICY** 105 (2003).
54. *An Experimental Approach to the Study of Social Norms: The Distribution of Intellectual Property in the Workplace*, 10 **JOURNAL OF INTELLECTUAL PROPERTY LAW** 59 (2002).
55. *Symposium: The Varieties Of Therapeutic Experience Excerpts From The Second International Conference On Therapeutic Jurisprudence: Control or Security: A Therapeutic Approach To The Freedom Of Contract*, 18 **TOURO L. REV.** 503 (2002).

## Hebrew Publications

56. Behavioral Ethics and the meaning of Oaths in the Babylonian Talmud (in Hebrew with Guy Friver and Liav Feldman) Forthcoming **Sefer Menhem** 2020
57. *The Regulation of Recycling in Israel: An Empirical Study of the Demographic and Behavioral Aspects of Recycling Policy*, 29(2) **MECHKARI MISHPAT** (2014) (with Keren Shmueli & Oren Perez) (in Hebrew).
58. *Equality in Triangular Relationship in Israel, Empirical and Doctrinal Perspectives*, **LAW, LABOR AND SOCIETY** 153 (Guy Mondlak Ed. TAU Press, 2010) (with Ronit Nativ) (In Hebrew).
59. *The Psychology of Conflict of Interests in the Public Sector*, in **CONFLICT OF INTERESTS IN THE PUBLIC SECTOR IN ISRAEL** (Daphna Barak-Erez, Doron Navot and Mordechai Kreminzer, Eds, 2009) (in Hebrew).
60. *A Psychological Approach to Trade Secrets: Legality, Efficiency and Morality*, 3 **LAW AND BUSINESS** 189 (2005) (in Hebrew).

## Working Papers Under Revisions /Review

- Best to be Last (with Ori Plonski Daniel Chen ( R&R **J. of Applied Psych**)
- Effect of Nation Law on Tolerance in Israel (with Neta Barak-Coren and Noam Gidron) [**J. of Legal Studies**]
- On the concept of healthy compliance to Covid regulations ( with Mario Mikolins Yosi Harel Fisher Sari Goldshtein, Rotem Manor, Aaron Weller)
- Why did Israeli Comply with Covid Regulations (with Van Rooij Lab and Adam Fine) [**J. of Law & Policy** ]
- Are all legal discriminations created equal (with Tami Kricheli Katz and Haggay Porat) **J. of Inequality**
- Behavioral approach to repeated small employment law violations (with Neta Nativ)



### **Work in Progress** / (Data Collection Completed or in Progress)

- Legal Ambiguity and Self Interest: The role of Dual-Process Interpretation in Implicit Corruption (with Mazarin Banaji and Eliran Halali).
- Effect of Trust in Regulators on trust in Markets (with David Levi Faur and Libby Maman)
- Mandatory vs. Voluntary Drafts and Ultra Orthodox Motivation (with Neta Barak Koren and Shelly Robinson)
- A Behavioral Ethics Perspective on the theory of Criminal Law & Punishment (with Hadar Dancig Rosenberg) [invited chapter]
- Should corporations play nice? (with Hajin Kim)
- Perceived objectivity of legal prosecutors of politicians (with Ori Aronson and Julia Elad-Sternberg)

### **Non-Refereed Publications**

- *The Incentive Matrix* (with Orly Lobel) INNOVATIONS (2010).
- *Are All Legal Probabilities created Equal* (With Doron Teichman) NYU Legal Workshop (2010).
- *Introduction to symposium on Law and Social Norms* (with Ben Deporter), REVIEW OF LAW AND ECONOMICS (2009).
- *National Report on the Regulation of Triangular Relationships in Israel* (with Ronit Nativ), of XVIII World Congress of Labor and Social Security Law, Paris, September 2006.
- *Attitudes and Behavior*, ENCYCLOPEDIA OF LAW AND SOCIETY AMERICAN AND GLOBAL PERSPECTIVES, SAGE Publications, 2006.

### **Not Refereed Publications in Hebrew (In the Israel Democracy Institute)**

- A Plan on Combating Government Corruption (With Kreminzer, Navot)
- On Implicit Employment Discrimination ( With Krichli Katz & Porat)
- Creating A behavioral Insight Team in Israel (w/Zalivanski)

- Inexpressive effects of the Nation Law ( Barak Koren & Gidorn)
- Behavioral Ethics and conflict of interest ( w/ Friver)
- Nudging in Israel ( w/ Pe'er)
- Reducing regulatory burden (w/ Pe'er)
- Regulatory Dilemmas in fighting Covid
- 

### **PhD Dissertation Topic**

Confidential Know-How Sharing and Trade-Secrets Laws: Studying the Interaction between Legality, Social Norms and Justice among High-Tech Employees in Silicon Valley (available online through Proquest).

Dissertation Committee: Robert D. Cooter (co-chair); Robert J. MacCoun (co-chair); Philip E. Tetlock.

### **Courses**

Employment/labor law; IP in the Workplace; Law and Psychology; Behavioral Law and Economics; Law and Rationality, Research Methods, Conflict of Interests; Empirical Legal Methods

### **Professional Memberships**

American Law and Society Association; Empirical Legal Studies Association; American Law and Economics Association ; ComplianceNet

### **PhD Students**

Tehilla Rozenszig (with Miriam Biton)

Noa Yosef (with Hadar Danzig-Rozenberg)

Sima Kremer (with Alon Harel)

Lior Mashaali (with Shahar Lifshits)

Neta Nativ

Idit Solomon (with Shiri Regev)

Gal Rosenszweig

Hadas Ben Avraham

Kfir Manor

Rotem Shpigler