

Academic positions

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| Current position | <i>Stanford University</i> Graduate School of Business Professor of Organizational Behavior |
| 2010—2021 | <i>Stanford University</i> Graduate School of Business Acting/Assistant/Associate Professor of Organizational Behavior |
| 2008—2010 | <i>Northwestern University</i> Kellogg School of Management Visiting Assistant Professor and Post-Doctoral Fellow |
| 2008 | <i>Hebrew University of Jerusalem</i> School of Business Administration, Lecturer Law School, Postdoctoral Fellow at the Minerva Center for Human Rights |

Education

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| 2008 | <i>PhD Psychology and Management</i> Hebrew University of Jerusalem, Israel |
| 2002 | <i>MA Social and Organizational Psychology</i> Hebrew University of Jerusalem, Israel |
| 2000 | <i>BA Psychology and International Relations</i> Hebrew University of Jerusalem, Israel |

Research Interests

Decision Making & Negotiation
Group Processes & Intergroup Relations
Hierarchy: Power, Status & Leadership
Brokering in Social Networks

Journal Articles

- Vani, P., Alzahawi, S., Dannals, J. & Halevy, N. (2022). Strategic mindsets and support for social change: Impact mindset explains support for Black Lives Matter across racial groups. *Personality and Social Psychology Bulletin*.
- DeCelles, K., Kouchaki, M., & Halevy, N. (2022). Unexpected employee location is associated with injury during robberies. *Proceedings of the National Academy of Sciences*, 119 (39).
- Halevy, N., & Berson, Y. (2022). Thinking about the distant future promotes the prospects of peace: A construal-level perspective on intergroup conflict resolution. *Journal of Conflict Resolution*, 66, 1119-1143.
- Böhm, R., Halevy, N., & Kugler, T. (2022). The power of defaults in intergroup conflict. *Organizational Behavior and Human Decision Processes*, 168, 104105.
- Dannals, J., Halali, E., Kopelman, S., & Halevy, N. (2022). Power, constraint, and cooperation: The role of communication. *Journal of Experimental Social Psychology*, 100, 104283.
- Halevy, N., & Kalish, Y. (2022). Broadening versus deepening: Gender and brokering in social networks. *Social Psychological and Personality Science*, 13, 618-625.
- Halevy, N., Maoz, I., Vani, P., & Reit, E. (2022). Where the blame lies: Unpacking groups shifts judgments of blame in intergroup conflict. *Psychological Science*, 33, 76-89.
- Dannals, J., Zlatev, J., Halevy, N., & Neale, M.A. (2021). The dynamics of gender and alternatives in negotiation. *Journal of Applied Psychology*, 106, 1655-1672.
- Halevy, N. (2020). Strategic thinking and behavior during a pandemic. *Judgment and Decision Making*, 15, 648-659.
- Halevy, N., Halali, E., & Cohen, T.R. (2020). Brokering orientations: Influencing others' relationships shapes status and trust. *Journal of Personality and Social Psychology*, 119, 293-316.
- Reit, E & Halevy, N. (2020). Managing hierarchy's functions and dysfunctions: A relational perspective on leadership and followership. *Current Opinion in Psychology*, 33,126-130.

- Halevy, N., Jun, S., & Chou, E.Y. (2020). Intergroup conflict is our business: CEOs' ethical intergroup leadership fuels stakeholder support for corporate intergroup responsibility. *Journal of Business Ethics, 162*, 229-246.
- Yu, S., Greer, L., & Halevy, N., & Van Bunderen, L. (2019). On ladders and pyramids: Hierarchy's shape determines relationships and performance in groups. *Personality and Social Psychology Bulletin, 45*, 1717-1733.
- Slepian, M., Halevy, N., & Galinsky, A.D. (2019). The solitude of secrecy: Thinking about secrets evokes goal conflict and feelings of fatigue. *Personality and Social Psychology Bulletin, 45*, 1129-1151.
- Halevy N., & Cohen, T.R. (2019). Intergroup conflict 2020. *Negotiation and Conflict Management Research, 12*, 161-173.
- Halevy, N., Halali, E., & Zlatev, J. (2019). Brokerage and brokering: An integrative review and organizing framework for third party influence. *Academy of Management Annals, 13*, 215-239.
[Awarded Outstanding Article Published in 2019 by the International Association for Conflict Management]
- Halevy, N., Kreps, T., & De Dreu, C.K.W. (2019). Psychological situations illuminate the meaning of human behavior: Recent advances and application to social influence processes. *Social and Personality Psychology Compass, 13*, e12437.
- Halali, E., Dorfman, A., Jun, S., & Halevy, N. (2018). More for us or more for me? Social dominance as parochial egoism. *Social Psychological and Personality Science, 9*, 254-262.
- Halevy, N. (2017). Preemptive strikes: Fear, hope, and defensive aggression. *Journal of Personality and Social Psychology, 112*, 224-237.
- Chou, E., Halevy, N., & Galinsky, A.D., & Murnighan K.J. (2017). The Goldilocks contract: The synergistic benefits of combining structure and autonomy for motivation, creativity, and cooperation. *Journal of Personality and Social Psychology, 113*, 393-412.
- Apfelbaum, E., Grunberg, R., Halevy, N., & Kang, S. (2017). From ignorance to intolerance: Perceived intentionality of racial discrimination shapes preferences for colorblindness versus multiculturalism. *Journal of Experimental Social Psychology, 69*, 86-101.
- Nakashima, N., Halali, E., & Halevy, N. (2017). Third parties promote cooperative norms in repeated interactions. *Journal of Experimental Social Psychology, 68*, 212-223.

- Halevy, N. (2016). Strategic Thinking. *Advances in Experimental Social Psychology*, 34, 1-66.
- Anicich, E., Fast, N., Halevy, N., & Galinsky, A.D. (2016). When the bases of social hierarchy collide: How power without status drives interpersonal conflict. *Organization Science*, 27, 123-140.
- Halevy N., & Halali E. (2015). Selfish third-parties act as peacemakers by transforming conflicts and promoting cooperation. *Proceedings of the National Academy of Sciences*, 112, 6937-6942.
- Berson, Y., Halevy, N., Shamir, B., & Erez, M. (2015). Leading from different psychological distances: A construal-level perspective on vision communication, goal setting, and follower motivation. *Leadership Quarterly*, 26, 143-155.
- Halevy, N. & Phillips, T. (2015). Conflict templates in negotiations, disputes, joint decisions, and tournaments. *Social Psychological and Personality Science*, 6, 13-22
- Halevy, N., Kreps T. Weisel O., & Goldenberg A. (2015). Morality in intergroup conflict. *Current Opinion in Psychology*, 6, 10-14.
- Halevy, N., & Chou, E.Y. (2014). How decisions happen: Focal points and blind spots in interdependent decision making. *Journal of Personality and Social Psychology*, 106, 389-417.
- Halevy, N., Cohen T.R., Chou, E.Y., Katz, J.J., & Panter, A.T. (2014). Mental models at work: Cognitive causes and consequences of conflict in organizations. *Personality and Social Psychology Bulletin*, 40, 92-110.
- Berson Y., & Halevy, N. (2014). Hierarchy, leadership, and construal fit. *Journal of Experimental Psychology: Applied*, 20, 232-246.
- De Dreu, C.K.W., Balliet, D., & Halevy, N. (2014). Parochial cooperation in humans: Forms and functions of self-sacrifice in intergroup conflict. *Advances in Motivation Science*, 1, 1-47.
- Halevy, N., & Katz, J.J. (2013). Conflict templates: Thinking through interdependence. *Current Directions in Psychological Science*, 22, 217-224.
- Halevy, N., Chou, E., Cohen, T.R., & Livingston, R. (2012). Status conferral in intergroup social dilemmas: Behavioral antecedents and consequences of prestige and dominance. *Journal of Personality and Social Psychology*, 102, 351-366.

- Halevy, N., Chou, E., & Murnighan, J.K. (2012). Mind games: The mental representation of conflict. *Journal of Personality and Social Psychology*, *102*, 132-148.
[Awarded Outstanding Article Published in 2012 by the International Association for Conflict Management]
- Halevy, N., Chou, E., Galinsky, A.D. (2012). Exhausting or exhilarating? Conflict as threat to interests, relationships and identities. *Journal of Experimental Social Psychology*, *48*, 530-537.
- Halevy, N., Chou, E., Galinsky, A., & Murnighan, J.K. (2012). When hierarchy wins: Evidence from the National Basketball Association. *Social Psychological and Personality Science*, *3*, 398-406.
- Halevy, N., Weisel, O., & Bornstein, G. (2012). In-group love and out-group hate in repeated interaction between groups. *Journal of Behavioral Decision Making*, *25*, 188-195.
- Fast, N.J., Halevy, N., & Galinsky, A.D. (2012). The destructive nature of power without status. *Journal of Experimental Social Psychology*, *48*, 391-394.
- Halevy, N., Chou, E., Galinsky, A.D. (2011). A functional model of hierarchy: Why, how and when hierarchical differentiation enhances group performance. *Organizational Psychology Review*, *1*, 32-52.
- Halevy, N., Berson, Y., & Galinsky, A.D. (2011). The mainstream is not electable: When vision triumphs over representativeness in leader emergence and effectiveness. *Personality and Social Psychology Bulletin*, *37*, 893-904.
- Halevy, N., Chou, E.Y., Cohen, T.R., & Bornstein, G. (2010). Relative deprivation and intergroup competition. *Group Processes and Intergroup Relations*, *13*, 685-700.
- Halevy, N. (2008). Team negotiation: Social, epistemic, economic and psychological consequences of sub-group conflict. *Personality and Social Psychology Bulletin*, *34*, 1687-1702.
- Halevy, N., Bornstein, G., & Sagiv, L. (2008). "In-group love" and "out-group hate" as motives for individual participation in intergroup conflict: A new game paradigm. *Psychological Science*, *19*, 405-411.
- Roccas, S., Sagiv, L., Schwartz, S.H., Halevy, N., & Eidelson, R. (2008). Toward a unifying model of identification with groups: Integrating theoretical perspectives. *Personality and Social Psychology Review*, *12*, 280-306.

Halevy, N., Sagiv, L., Roccas, S., & Bornstein, G. (2006). Perceiving intergroup conflict: From game models to mental templates. *Personality and Social Psychology Bulletin*, 32, 1674-1689.

Book Chapters, Commentaries & Other Publications

Halevy, N. (2022). Fear can promote competition, defensive aggression, and dominance complementarity. *Behavioral and Brain Sciences* [Commentary].

Halevy, N. (2019). Resolving attacker-defender conflicts through intergroup negotiation. *Behavioral and Brain Sciences*, 42, e124. [Commentary].

Zlatev, J.J., Halevy, N., & Tiedens, L. (2016). Roles and ranks: The importance of hierarchy for group functioning. *Behavioral and Brain Sciences*, 39, 40. [Commentary].

Anicich, E.M., Fast, N.J., Halevy, N., & Galinsky, A.D. (2016). How powerful, low-status jobs lead to conflict. *Harvard Business Review* (February 11).

Galinsky, A.D., Chou, E.Y., Halevy, N., & Van Kleef, G.A. (2012). The far reaching effects of power at the individual, dyadic, and group levels. In B. Mannix and M. Neale (Eds.), *Research on Managing Groups and Teams* (Vol. 15, pp. 81-113). Bingley, UK: Emerald.

Halevy, N., Chou, E.Y., & Murnighan, J.K. (2011). Games groups play: Mental models in intergroup conflict and negotiation. In J. Overbeck, M.A. Neale and B.A. Mannix (Eds.), *Research on Managing Groups and Teams* (Vol. 14, pp. 79-107). Bingley, UK: Emerald.

Halevy, N., & Sagiv, L. (2008). Teams within and across cultures. In M. Peterson, P. Smith, & D. Thomas (Eds.), *Handbook of Cross-Cultural Management Research* (pp. 253-268). Thousand Oaks, Ca: Sage.

Halevy, N. (2008). The value basis of capitalist attitudes in Israel and Italy. *Megamot*, 45, 724-742. (Hebrew)

Sagiv, L., Roccas, S., & Halevy, N. (2005). A new challenge for managers: values' role in introducing innovative communication technologies in organizations. In A. Tamayo & J. Porto (Eds.) *Valores e comportamento nas organizações*. Brasilia: Editora Vozes. (Portuguese)

Elron, E., Halevy, N., Ben-Ari, E. & Shamir, B. (2003). Cooperation and coordination across cultures in the peacekeeping forces: Individual and organizational integrating mechanisms. In A.B. Adler & T.W. Britt (Eds.) *The Psychology of the Peacekeeper: Soldiers Holding Fire* (pp. 261-282). Westport, CT: Praeger.

Halevy, N., & Halevy A. (2000). Eating disorders in early adolescence. *Harefuah*, 138, 523-531. (Hebrew)

[Selected Working Papers and Work in Progress](#)

Halevy, N., Chou, E.Y., Levine, E., & Schweitzer, M. Brokered distances: A model of triadic trust in organizations.

Tan, J., Moyal, A., & Halevy, N. Brokering in hierarchies versus networks: How organizational structure shapes social relations.

Pai, J., Chou, E.Y., & Halevy, N. The humor advantage: Humorous bragging surprisingly solves the self-promotion paradox.

Halevy N., & Landry, A. How to Change Conflict: a Judgment and Decision Making Perspective.

Halevy N., Lide, C., Vani, P., & Landry, A. Antecedents and consequences of intergroup superhumanization bias.

Goor, D., Keinan, A., Halevy, N. & Norton, M. Pseudo-secrets in marketing: Effects on word of mouth and purchase behavior.

Zlatev, J., Schur, A., & Halevy, N. Change we can't believe in: Distrust of political converts.

Slepian, M.L., Anicich, E., & Halevy, N. The divergent effects of organizational secrecy on employee well-being.

Halevy, N., Chon, D., Homan, A., Van Kleef, G. Hierarchies, networks, and psychological need fulfillment.

Chai V.E. & Halevy N., Competition, autonomy, and intrinsic motivation.

Hadar, B., & Halevy, N. Brokering in labor markets: The Advocacy-accuracy tradeoff in letters of recommendation.

Vani, P., Dannals, J., Halevy, N., and Neale, M.A. Identity in negotiation: How gender and race shape impasse rates in dyadic and team negotiation.

Teaching

Stanford University

PhD

- OB 662: Topics in Organizational Behavior: Intergroup Processes
- OB 673: Perspectives on the Social Psychology of Organizations
- OB 678: Design and Process of Experimental Research
- OB 654: Organizational Behavior Pro Seminar

MBA

- OB 381: Conflict Management and Negotiation
- OB 503: Games and Decisions
- OB 581: Negotiation
- OB 591: Advanced Negotiation

MSx

- OB 289: Negotiation

Undergraduate

- OB 115: Games, Decisions & Negotiations (freshman seminar)
- OB 118: Us and Them: The Psychology of Intergroup Relations (freshman seminar)

Executive Education & Certificate Programs

- Stanford Executive Program
- Influence and Negotiation Strategies Program
- Executive Program for Non-profit Leaders
- Managing Talent for Strategic Advantage Program
- Executive Program in Leadership: Effective Use of Power
- Executive Program in Strategy and Organization
- Black Leaders Program
- Stanford Business Leadership Series
- Stanford Center for Professional Development
- Stanford Medical Center Leadership Development Program
- Summer Institute in General Management
- Asian-American Leadership Program
- Accenture Value Led Sales Program
- Chevron Asian Leadership Program
- Nike Executive Education Program
- Saudi Arabia Industrial Development Fund
- Stanford Ignite Program
 - India

- China
- Chile
- Brazil
- United Kingdom
- New York

Teaching Materials

- OmniChannel Negotiation Exercise
(cross-cultural, team-on-team; with Amir Kaspi, *Google*)
- Mind the Gap: Strategy and Execution in Supply Chain Negotiations
(Negotiation case with Lorena Ostos)
- Calaisis House
(Negotiation exercise with Ion Esfandiari)

Northwestern University

- MORS 476: Bargaining (MBA)

Hebrew University of Jerusalem

- Research Methods in Organizational Behavior (MBA)
- Research Methods (Undergraduate)
- Organizational Behavior (Undergraduate)

Professional Service

Associate Editor

Journal of Personality and Social Psychology 2018 – 2020

Guest Editor

Proceedings of the National Academy of Sciences 2019 – 2020

Editorial Boards

| | |
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| Organizational Behavior and Human Decision Processes | 2015 – current |
| Negotiation and Conflict Management Research | 2021 – current |
| Journal of Experimental Social Psychology | 2013 – 2021 |
| Journal of Behavioral Decision Making | 2015 – 2018 |
| Journal of Personality and Social Psychology | 2012 – 2013 |
| European Journal of Social Psychology | 2011 – 2013 |

Ad Hoc Reviewer

Academy of Management Journal
Administrative Science Quarterly
Basic and Applied Social Psychology
Current Directions in Psychological Science
European Economic Review
European Journal of Social Psychology
Evolution and Human Behavior
Group Processes and Intergroup Relations
Journal of Behavioral Decision Making
Journal of Conflict Resolution
Journal of Economic Psychology
Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Journal of Personality and Social Psychology
Journal of Politics
Judgment and Decision Making
Management Science
Nature: Human Behavior
Negotiation and Conflict Management Research
Organizational Behavior and Human Decision Processes
Organization Science
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
Personnel Psychology
Perspectives on Psychological Science
Proceedings of the National Academy of Sciences
Psychological Bulletin
Psychological Review
Psychological Science
Rationality and Society
Social and Personality Psychology Compass
Social Psychological and Personality Science
Social Psychology
Trends in Cognitive Sciences

Grant and Program Reviewing

National Science Foundation (NSF)
European Research Council (ERC)
United States – Israel Bi-national Science Foundation (BSF)
Israel Science Foundation (ISF)

Service to Professional Societies

International Association of Conflict Management: Elected Board Member 2018-2020
Academy of Management: Conflict Management Division Doctoral Consortium panelist 2017
Academy of Management: Conflict Management Division Research Incubator panelist 2016
INFORMS/Organization Science: Dissertation Proposal Competition Panel 2015
International Association of Conflict Management Best Paper Award Committee 2015, 2019
Nomination Panel, Sveriges Riksbank Prize in Economic Sciences in memory of Alfred Nobel 2015

School and University Service

- GSB academic coordination committee
- OB speaker seminar series coordinator
- OB faculty search coordinator
- OB PhD applications reviewer
- OB Field Exam writer / grader
- GSB Executive Challenge judge