

# Nir Halevy

Kellogg School of Management  
Northwestern University  
2001 Sheridan Rd., Evanston, IL 60208

Office: 847-467-4027

E-mail: [n-halevy@kellogg.northwestern.edu](mailto:n-halevy@kellogg.northwestern.edu)

## ACADEMIC POSITIONS

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### **Kellogg School of Management, Northwestern University**

2008-Current: Visiting Assistant Professor and Post-Doctoral Fellow

### **Faculty of Law, Hebrew University of Jerusalem**

2007-8: Post-Doctoral Fellow

## EDUCATION

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Ph.D. (2007) Social Psychology and Management, Hebrew University, Jerusalem, Israel

M.A. (2002) Social and Organizational Psychology, Hebrew University, Jerusalem, Israel

B.A. (2000) Psychology and International Relations, Hebrew University, Jerusalem, Israel

## HONORS, AWARDS & FELLOWSHIPS

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2008-9: Fulbright Scholar - Post-Doctoral Fellowship

2005-7: Rector's Prize for Excellence, Hebrew University, Jerusalem, Israel

2004-5: Doctoral Research Fellow, Davis Institute for the Study of International Relations,  
Hebrew University, Jerusalem, Israel

2003-4: Doctoral Research Fellow, Gilo Center for Citizenship, Democracy and Civic Education,  
Hebrew University, Jerusalem, Israel

2001: Lewin Center Award for Undergraduate Research in Developmental Psychology,  
Hebrew University, Jerusalem, Israel

## RESEARCH INTERESTS

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- Conflict, Negotiation, Decision-Making, Behavioral Game Theory
- Teams, Group Processes, Intergroup Relations

## ARTICLES

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- 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

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- Halevy, N., & Sagiv, L. (2008). Teams within and across cultures. In M. Peterson, P. Smith, & D. Thomas (Eds.), *Handbook of Cross-Cultural Management Research*. Sage Publications.
- 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*. Westport: Praeger.

## OTHER PUBLICATIONS

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### **Non-English Publications**

- Halevy, N. (2008). The value basis of capitalist attitudes in Israel and Italy. *Megamot*, 45, 724-742.
- 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.
- Halevy, N., & Halevy A. (2000). Eating disorders in early adolescence: a cross-sectional study in a population of young adolescents. *Harefuah*, 138, 523-531.

- Halevy, N., Chou, E., Galinsky, A., & Murnighan, J.K. (2009). King of the hill: Status differentiation enhances team performance (targeted for *Academy of Management Journal*).
- Halevy N. (2009). A unifying theory of conflict (targeted for *Psychological Review*).
- Halevy, N., Sagiv, L., Roccas, S., & Litvin, Y. (2009). Individual differences in affiliation to groups (targeted for *Journal of Personality and Social Psychology*).
- Halevy, N., Chou, E., & Murnighan, J.K. (2009). Making sense of contentious interdependence: The conflict templates model (under review, *Organizational Behavior and Human Decision Processes*).
- Halevy, N., Cao, J., Wang, J., & Murnighan, J.K. (2009). Boosting creativity in negotiation: The effects of time, mood and accountability (under review, *Journal of Experimental Social Psychology*).
- Halevy, N., Weisel, O., & Bornstein, G. (2009). The dynamics of intergroup conflict: Overcoming a history of parochialism (targeted for *Journal of Experimental Social Psychology*).
- Halevy, N., Cohen, T., & Sheldon, O. (2009). Playing for respect: Face concerns in intragroup and intergroup negotiations (targeted for *Organizational Behavior and Human Decision Processes*).
- Livingston, R., Cohen, T., & Halevy, N. (2009). Sheep in wolf's clothing? The error of choosing social rather than pro-social leaders (targeted for *Journal of Applied Psychology*).

#### ONGOING RESEARCH PROJECTS

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- Parochialism, Information, and Intergroup Conflict (with Eileen Chou and Taya Cohen)
- The Psychology of Appeasement: Lay and Experts' Perceptions of Nuclear Proliferation (with Eileen Chou and Taya Cohen)
- Coalition Bargaining and Team Building (with Keith Murnighan and Eileen Chou)
- Power and Taboo-Tradeoffs (with Adam Galinsky and Jiunwen Wang)
- Disentangling Trust and Risk (with Eileen Chou and Keith Murnighan)

## INVITED TALKS

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2009: University of Arizona, Eller College of Business

2009: University of Michigan, Decision Making Consortium

2008: Tel-Aviv University, Israel, School of Business Administration

## CONFERENCE PRESENTATIONS

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Halevy, N., Weisel, O., & Bornstein, G. (2009). Reducing intergroup conflict by disentangling in-group love and out-group hate. Society for Experimental Social Psychology, Portland.

Halevy, N., & Chou, E. (2009). An organizing framework for lay thinking about conflict. Academy of Management Meeting, Chicago.

Halevy, N., Sagiv, L., & Roccas, S. (2009). Group identification as a multidimensional construct: Implications for group-serving behavior. Society for Personality and Social Psychology, Tampa.

Halevy, N. (2008). Team negotiation: Exploring the consequences of sub-group conflict. Society for Judgment and Decision Making, Chicago.

Halevy, N., Bornstein, G., & Sagiv, L. (2008). Maximization of absolute versus relative gains in intergroup conflict. International Association for Conflict Management, Chicago.

Halevy N., Bornstein, G., Sagiv, L. (2006). Distinguishing between motivations in intergroup conflict: introducing a new game paradigm. Affect, Motivation and Decision-Making International Conference, Ein-Bokek, Israel.

Halevy N., Bornstein, G., Sagiv, L. (2006). When social dilemmas are embedded in competition between teams. International Congress of Applied Psychology, Athens.

Halevy N., Bornstein, G., Sagiv, L. (2006). Intergroup conflict and cooperation: a new game paradigm. Association for Psychological Science, New York.

Halevy N., Bornstein, G., Sagiv, L., & Roccas, S. (2005). Conflict templates. Jena Workshop on Intergroup Relations, Jena, Germany.

Halevy N., Bornstein, G., & Sagiv, L. (2005). Not all contributions are created equal: effects of dilemma structure and “cheap talk” on the framing of contribution decisions. International Conference on Social Dilemmas, Krakow, Poland.

Halevy N., Bornstein, G., Sagiv, L., & Roccas, S. (2005). Perceiving intergroup conflict: stability and change of mental templates. Society for Personality and Social Psychology, New Orleans.

Roccas, S., Sagiv, L., Halevy N. & Eidelson, R. (2005). The four modes of identification. Society for Personality and Social Psychology, New Orleans.

- Halevy N., Bornstein, G., Sagiv, L., & Roccas, S. (2004). A tale of two groups: the many faces of (the same) intergroup conflict. International Congress of Psychology, Beijing.
- Halevy N., Bornstein, G., Sagiv, L., & Roccas, S. (2004). Mixed-motive games and the mental representation of intergroup relations. International Association for Cross-Cultural Psychology, Xi'an, China.
- Halevy N., Sagiv, L., & Roccas, S. (2004). Misery and company: on affect, in-group identification and in-group bias. International Congress of Psychology, Beijing.
- Convener of a Symposium (2004): How do "we" perceive our relations with "them": let me count the ways. International Association for Cross-Cultural Psychology, Xi'an, China (with Sonia Roccas).

## GRANTS

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- 2009: Dispute Resolution Research Center, Kellogg: "From coalition bargaining to team design and performance: self-interest and social identity in intragroup negotiations" (with Keith Murnighan & Eileen Chou).
- 2008: Dispute Resolution Research Center, Kellogg: "Hierarchy and trust in teams" (with Keith Murnighan & Eileen Chou).
- 2008: Zell Center for Risk Research, Kellogg: "Creativity and accountability in negotiation" (with Keith Murnighan).
- 2008: Dispute Resolution Research Center, Kellogg: "An interdependence analysis of labor disputes: The Conflict Templates Model" (with Keith Murnighan).
- 2008: Minerva Center for Human Rights, Faculty of Law, Hebrew University, Jerusalem, Israel: "Experimental models of intergroup conflict".
- 2005-6: Israel Foundation Trustees: "The intergroup prisoner's dilemma-maximizing difference game – a new experimental model of intergroup conflict".

## REFEREEING

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European Journal of Social Psychology  
Evolution & Human Behavior  
Israel Science Foundation

## TEACHING EXPERIENCE

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- 2009: Kellogg School of Management, Northwestern University  
Instructor: Bargaining Games (MBA), Course rating 8.9/10, Instructor rating 8.9/10
- 2004-8: School of Business Administration, Hebrew University, Jerusalem, Israel  
Instructor, Research Methods in Organizational Behavior (2007/8, MBA)  
Instructor, Organizational Behavior (2006/7, undergraduate)  
Instructor, Research Methods in Business Administration (2004-8, undergraduate) -  
Teaching evaluations category: "Excellent" (top 15% of faculty)  
Teaching Assistant, Introduction to Behavioral Sciences (2002-3, undergraduate)
- 2003: Department of Psychology, Hebrew University, Jerusalem, Israel  
Supervisor of TAs, Experimental Psychology and Research Methods (undergraduate)

## TEACHING INTERESTS

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- Bargaining / behavioral game theory
- Negotiation and conflict resolution
- Teams and Groups
- Judgment and Decision making
- Organizational Behavior