

Education

- 2016 **Ph.D., Computation and Neural Systems**
California Institute of Technology
- 2010 **M.Sc., Electrical Engineering**
Technion - Israel Institute of Technology
- 2008 **B.Sc., Electrical Engineering**
Technion - Israel Institute of Technology

Academic positions

- 2016 -present **Assistant Professor of Marketing**
The Wharton School, University of Pennsylvania

Publications (* equal contribution)

- Matz S, Kosinski M, **Nave, G**, Stillwell D, "Psychological targeting as an effective approach to digital mass persuasion", *Proceedings of the National Academy of Science*, forthcoming
- Camerer C*, **Nave, G***, Smith A*, "Dynamic unstructured bargaining with private information: theory, experiment, and outcome prediction via machine learning", *Management Science*, forthcoming
- Nave, G***, Nadler A*, Zava D, Camerer C, "Single dose testosterone impairs cognitive reflection in men," *Psychological Science* (2017), 28(10) 1398 - 1407
- Margittai Z, **Nave G**, Van Wingerde M, Schnitzler A, Schwabe L, Kalenscher T, "Combined effects of glucocorticoid and noradrenergic activity on loss aversion", *Neuropsychopharmacology* (2017)
- Frydman C*, **Nave, G***, "Extrapolative beliefs in perceptual and economic decisions: evidence of a common mechanism," *Management Science* (2016)
- Lichters M, Brunnlieb C, **Nave G**, Sarstedt M, Vogt B, "The influence of serotonin deficiency on choice deferral and the compromise effect," *Journal of Marketing Research* (2016), 53 (2), 183-198
- Lane A, Luminet O, **Nave G**, Mikolajczak M. , "Is there a publication bias in behavioral intranasal oxytocin research on humans? Opening the file drawer of one lab," *Journal of Neuroendocrinology* (2016), 28 (4)
- Camerer C, Dreber A, Forsell E, Ho T, Huber J, Johannesson M, Kirchler M, Almenberg J, Altmejd A, Chan T, Heikensten E, Holzmeister F, Imai T, Isaksson S, **Nave G**, Pfeiffer T, Razen M, Wu H, "Evaluating replicability of laboratory experiments in economics." *Science* (2016), aaf0918
- Brunnlieb C*, **Nave G***, Camerer C, Vogt B, Munte T, Heldmann M, "Vasopressin increases human cooperative behavior by reducing aversion to social risk," *Proceedings of the National Academy of Science*, 113.8 (2016): 2051-2056.

Margittai Z*, **Nave G***, Strombach T, Van Wingerde M, Schwabe L, Kalenscher T, "Exogenous cortisol causes a shift from deliberative to intuitive thinking in men," *Psychoneuroendocrinology*, 64 (2016): 131-135.

Nave G, Camerer C, McCullough M, "Does Oxytocin increase trust in humans? Critical review of research," *Perspectives on Psychological Science*, 10.6 (2015): 772-789.

Lanchava L, Carlson K, Šebánková B, Flegr J, **Nave G**, "No Evidence of Association between *Toxoplasma gondii* Infection and Financial Risk Taking in Females," *PLoS one* 10.9 (2015): e0136716.

Nave G, Eldar Y, Inbar G, Sinai A, Pratt H, Zaaroor M., "Real time change detection of steady state evoked potentials," *Biological Cybernetics*, 107.1 (2013): 49-59.

Lindenbaum O, Maskit S, Kutiel O, **Nave G**, "Musical features extraction for audio-based search," *Proceedings of IEEE 26th Convention of Electrical and Electronics Engineers in Israel* (2010)

Awards

2016	Society for Judgment and Decision Making, Einhorn new investigator award (runner-up with Cary Frydman)
2014	Russell Sage Behavioral Economics small grant
2014	I-FREE small grant (with Amos Nadler and Colin Camerer)
2011-2015	Caltech CNS division fellowship
2010	SIPL distinguished project Wilk family award (with Ariel Tanjy & Yair Racher)
2010	Excellence in Teaching Award, Technion Computer Science Faculty
2008-2010	Technion Graduate School full-time fellowship
2004-2007	Dean's list, Technion EE faculty

Conference presentations

2017	Subjective Probability, Utility and Decision Making (SPUDM) Association for Consumer Research, Latin America Four School Marketing Conference
2016	Marketing in Israel Wharton Neuroscience Initiative Conference Association for Consumer Research Russell Sage Early Career Behavioral Economics Conference Behavioral Decision Research in Management (BDRM) Interdisciplinary Symposium on Decision Neuroscience (ISDN) Mahoney Institute for Neuroscience, University of Pennsylvania, annual retreat Society for Personality and Social Psychology (SPSP)
2015	Society for Judgment and Decision-making (SJD), Russell Sage Early Career Behavioral Economics Conference Society for Consumer Psychology International Conference International Meeting on Experimental and Behavioral Social Sciences Society for Personality and Social Psychology (SPSP)
2014	Society for the Advancement of Behavioral Economics (SABE) SABE pre-conference, Neuroeconomics keynote Bay Area Behavioral and Experimental Economics Workshop Soc. for Personality and Social Psychology, Social Neuro Endo pre-conference
2013	Society for Social and Affective Neuroscience Nordic Conference on Behavioral and Experimental Economics
2012	Economics Science Association (ESA) N. American regional meeting
2010	IEEE 26th Conference of Electrical and Electronics Engineers in Israel

Poster presentations

- 2014 Society for Judgment and Decision-making (SJDM);
Society for Neuroeconomics
International Symposium on Decision Neuroscience
- 2012 Society for Neuroeconomics
Behavioral Decision Research in Management (BDRM)

Seminars & invited talks

- 2017 Stanford Graduate School of Business (Organizational Behavior)
UC Louvain
Tilburg University
Free University of Amsterdam
Karolinska Institutet
Stockholm School of Economics
University of New South Wales
CIDE Mexico
- 2016 Technion – Israel Institute of Technology
Tel Aviv University
Nipissing University
University of Toronto
The Wharton School, University of Pennsylvania (Decision Processes)
- 2015 Judge Business School, Cambridge University
London Business School
Bocconi University Milan (Marketing)
Rotterdam School of Management, Erasmus University
IESE Barcelona
The Wharton School, University of Pennsylvania
National University of Singapore
Columbia Business School
Rady School of Management, UCSD
Düsseldorf University
Maastricht University
Zürich University
Alicante University
Bocconi University Milan (Decision Science)
University College London
Warwick Business School
Nuffield College, Oxford.
- 2014 Universiteit van Amsterdam
Tel Aviv University
University of Miami
Claremont Graduate University
Rady School of Management, UCSD
University of Texas Austin
- 2013 Charles University Prague
Universiteit van Amsterdam
Maastricht University
University Pompeu Fabra
NHH Bergen

Karolinska Institutet
INSEAD
Technion – Israel Institute of Technology; Tel Aviv University; IDC Herzelia.

Teaching

Data Analysis for Marketing Decisions, The Wharton School MKTG 212
Brain, Mind Society, Caltech CNS 102A/B (teaching assistant)
Digital Systems, Logic Design, Technion 044135, 044126 (teaching assistant)

Journal and grant reviewing service

<i>Editorial board</i>	Emotion (contributing editor)
<i>Ad-hoc reviewer</i>	Adaptive Human Behavior and Physiology Emotion Frontiers in Behavioral Science Hormones and Behavior Journal of Economic Psychology Journal of Empirical Legal Studies Journal of Experimental Social Psychology Journal of Marketing Research Journal of Neuroscience Journal of Research in Personality Management Science NeuroImage Neuropsychologia PLOS One Proceedings of the Royal Society B Psychological Science Psychology and Personality Sciences Psychoneuroendocrinology Social Cognitive and Affective Neuroscience Social Neuroscience
<i>Grant reviewer</i>	Israel Science Foundation (ISF)

Professional affiliations

Association for Consumer Research
Association for Psychological Science
Behavioral Decision Research in Management (BDRM)
Economic Science Association
European Association for Decision Making (EADM)
IEEE
Social & Affective Neuroscience Society
Social Science Research Network
Society for Judgment and Decision Making;
Society for Neuroeconomics
Society for Personality and Social Psychology