

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)

Nave G, Jung WH, Karlsson Linnér R, Kable J, Koellinger P, "Are bigger brains smarter? Evidence from a large-scale pre-registered study", *Psychological Science* (forthcoming)

Henderson A, Thoelen G, Nadler A, Barraza J, **Nave G**, "Testing the influence of testosterone administration on men's honesty in a large laboratory experiment", *Scientific Reports* 8.1 (2018): 11556

Nave G*, Nadler A*, Dubois D, Zava D, Camerer C, Plasmann H (in press), "Single dose testosterone increases men's preference for status goods", *Nature communications* 9.1 (2018): 2433.

Camerer C*, Dreber A*, Holzmeister F*, Ho TH*, Huber J*, Johannesson M*, Kirchler M*, **Nave G***, Nosek B*, Pfeiffer T* et al. (in press), Evaluating the replicability of social science experiments in Nature and Science", *Nature Human Behavior* (forthcoming)

Mathur MB et al., "Many Labs 5: Registered multisite replication of tempting-fate effects in Risen & Gilovich (2008)". *Advances in Methods and Practices in Psychological Science* (forthcoming)

Nave G, Mixha J, Greenberg D, Kosinski M, Stillwell D, Rentfrow J, "Musical preferences predict personality: Evidence from active listening and Facebook Likes", *Psychological Science*, 0956797618761659 (2018)

Camerer C*, **Nave G***, Smith A*, "Dynamic unstructured bargaining with private information: theory, experiment, and outcome prediction via machine learning", *Management Science* (2018)

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* (2017), 201710966

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), 43 (2), 334
- Frydman C*, **Nave G***, "Extrapolative beliefs in perceptual and economic decisions: evidence of a common mechanism," *Management Science* (2016), 63 (7), 2340-2352
- 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

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| 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

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| 2018 | The Developmental Origins of Economic Preferences, IAST Toulouse
Soc. for Personality and Social Psychology, Social Neuro Endo pre-conference
American Marketing Association (AMA) Winter conference |
| 2017 | Subjective Probability, Utility and Decision Making (SPUDM)
Association for Consumer Research, Latin America |

- 2016 Four School Marketing Conference
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
- 2015 Society for Personality and Social Psychology (SPSP)
Society for Judgment and Decision-making (SJDM),
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

- 2018 Max Planck Institute of Human Development (Berlin)
- 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.
Universiteit van Amsterdam
Tel Aviv University
University of Miami
Claremont Graduate University
Rady School of Management, UCSD
University of Texas Austin
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/ 712
Wharton Global Immersion program (GIP): Israel, Jordan & United Arab Emirates
Wharton Executive Ed: Digital Marketing Strategies for the Digital Economy
Brain, Mind Society, Caltech CNS 102A/B (teaching assistant)
Digital Systems, Logic Design, Technion 044135, 044126 (teaching assistant)

Journal and grant reviewing service

Editorial board

Emotion (contributing editor, 2017)

Ad-hoc reviewer

Adaptive Human Behavior and Physiology
Behavioral and Brain Sciences
Emotion
E-neuro
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
Nature Human Behavior
NeuroImage

Neuropsychologia
PLOS One
Proceedings of the Royal Society B
Psychological Science
Psychology and Personality Sciences
Psychoneuroendocrinology
Social Cognitive and Affective Neuroscience
Social Neuroscience

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