

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*, 0956797618808470 (2018)
- 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, "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., "Evaluating the replicability of social science experiments in Nature and Science between 2010 and 2015", *Nature Human Behavior* (9) 637
- 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, Brunnelieb 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
- Brunnelieb 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)

Working papers

- Nadler A, Camerer C, Zava D, Ortiz T, Watson N, Carré J, **Nave G**, "Does testosterone impair men's cognitive empathy? Evidence from two large-scale randomized controlled trials"
- Menon A, **Nave G**, Bhatia S, "Emotional Expressions Predict Risky Decisions by S&P 500 Executives"
- Ebersole C et al., "Many Labs 5: Testing pre-data collection peer review as an intervention to increase replicability"
- Altmejd A, Dreber A, Forsell A, **Nave G**, Huber J, Johannesson M, Kirchler M, Imai T, Ho T, Camerer C, "Predicting the Replicability of Social Science Lab Experiments"
- Payzan-LeNestour E, Pradier L, **Nave G**, Balleine B, "What You See Is What You Hear' in the Perception of Risk: Sound Sharpens Volatility Perceptions"

Awards

2019	Pre-registration Challenge, Center for Open Science (with Philipp Koellinger)
2016-2018	Wharton's Dean Research Fund
2016	Society for Judgment and Decision Making, Einhorn new investigator award runner-up w/ C 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

2019	Behavioral Insights from Text Conference, The Wharton School
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 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 (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

- 2019 Ben Gurion University
- 2018 Carnegie Mellon University
- 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.
- 2014 University of Amsterdam
- Tel Aviv University
- University of Miami
- Claremont Graduate University
- Rady School of Management, UCSD
- University of Texas Austin
- 2013 Charles University Prague
- University of Amsterdam
- Maastricht University
- University Pompeu Fabra
- NHH Bergen
- Karolinska Institutet
- INSEAD
- Technion – Israel Institute of Technology
- Tel Aviv University
- IDC Herzelia.

Teaching

- 2017 Lecturer: "Data Analysis for Marketing Decisions", The Wharton School MKTG 212/ 712
Lecturer: "Wharton Global Immersion program (GIP): Israel, Jordan & United Arab Emirates"
Lecturer: Wharton Executive Ed: "Digital Marketing Strategies for the Digital Economy"
Lecturer: Wharton Executive Ed: "Leveraging Neuroscience for Business Impact"
- 2014-2016 Teaching Assistant: "Brain, Mind Society", Caltech CNS 102A/B
- 2008-2010 Teaching Assistant: "Digital Systems", "Logic Design", Technion 044135, 044126

Journal and grant reviewing service

Editorial board Emotion (contributing editor, 2017)

Ad-hoc reviewer Adaptive Human Behavior and Physiology
Behavioral and Brain Sciences
Biological Psychiatry
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 Communications
Nature Human Behavior
NeuroImage
Neuropsychologia
PeerJ
PLOS One
Proceedings of the Royal Society B
Psychological Science
Psychology and Personality Sciences
Psychoneuroendocrinology
Social Cognitive and Affective Neuroscience
Social Neuroscience

Grant reviewer Israel Science Foundation (ISF)
The Netherlands Organisation for Scientific Research (NWO)
External ethical reviewer, CESS, Nuffield College, Oxford, UK

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