

URI ZAK

CONTACT
INFORMATION

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INTERESTS

Competition | Performance | Decision-Making | Risk-Taking | Sports Economics

ACADEMIC
APPOINTMENTS

The Wharton School of UPenn , Postdoctoral Researcher & Lecturer Operations, Information, and Decisions	2024–Present
The Hebrew University Business School , Postdoctoral Researcher Organizational Behavior	2023–2024
Technion – Israel Institute of Technology , Postdoctoral Researcher Faculty of Data and Decision Sciences	2023

EDUCATION

The Hebrew University , Ph.D. Cognitive Sciences <i>Advisors: Yaakov Kareev & Judith Avrahami</i>	2017–2023
The Hebrew University , M.A. Financial Economics <i>Summa Cum Laude</i> <i>Additional Specialization: The Study of Rationality</i>	2015–2017
The Hebrew University , B.A. Psychology & Economics <i>Magna Cum Laude</i>	2011–2015

VISITING

Yale University , Visiting Ph.D., Yale School of Management	Fall 2022
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PUBLICATIONS

* Equal Authorship

Zak, U.,* Choshen-Hillel, S.,* Hochner, H., & Gileles-Hillel, A. (2025). Tired of war: Changes in the sleep of the Israeli civilian population in the wake of the Israel-Hamas war. *International Journal of Sleep and Health Psychology*, 25(3). Article 100596.

Gallardo, R., Austin, S., **Zak, U.**, Lopez, D., Kirgios, E., & Koch, A. (2025). Being in the minority boosts in-group love: Explanations and boundary conditions. *Journal of Personality and Social Psychology*.

Zak, U. (2023). Where to compete?: On the scope of the home-field advantage. *Journal of Expertise*, 6(1), 108-120.

Zak, U. (2021). The performance advantage of traveling. *Journal of Economic Psychology*, 87, Article 102431.

Avrahami, J., Ezer, A., Güth, W., Kardosh, N., Kareev, Y., & **Zak, U.** (2020). To be at the tail of the lions or the head of the foxes?. *Journal of Behavioral Decision Making*, 33(2), 121-138.

Zak, U., Avrahami, J., & Kareev, Y. (2019). The lions-foxes dilemma: The case of chess tournaments. *Journal of Economic Psychology*, 75, Article 102099.

SELECTED WORK IN PROGRESS

* Equal Authorship

Zak, U., Vishkin, A., & Yechiam, E. (under review). Baseline performance expectations and risk-taking: A large-scale analysis of gambits in tournament chess.

Goldschmied, N.,* **Zak, U.**,* & Raphaeli, M. (under review). One-shot: NBA endgame strategies when behind by 2 points.

Zak, U. & Schweitzer, M. (in prep). Incivility in competitions.

AWARDS AND SCHOLARSHIPS

The Lady Davis Fellowship Trust, Postdoctoral Fellowship	2023–2024
The Hebrew University, Fully Funded Ph.D. Scholarship	2017–2022
The Hebrew University, Departmental Awards	2015, 2016, 2020
The Hebrew University, Fully Funded M.A. Scholarship	2016–2017
The Hebrew University, The Rector's / Dean's Award	2013, 2014, 2016

PRESENTATIONS†

Selected Conferences

Society for Judgment and Decision Making	2017, 2018, 2019, 2024
International Association for Conflict Management	2025
European Association for Decision Making	2017, 2019, 2022, 2023

Selected Seminars

The Technion, Faculty of Data and Decision Sciences	2023
Yale University, Yale School of Management	2022
The Hebrew University Business School	2022

† The complete list of presentations is available using the following link: [Presentations](#)

TEACHING

Instructor, The Wharton School	Negotiations, MBA (1 Section)	Fall 2026
	Negotiations, Undergrad (2 Sections)	Fall 2026
	Negotiations, MBA (3 Sections)	Spring 2025
Instructor, The Hebrew U.	Negotiations, MBA (Intensive Course)	Spring 2025
School Teacher	Israel Ministry of Education Talented and Gifted Programs	2013–2018

PROFESSIONAL ACTIVITIES

Member	The Israel Academy of Sciences and Humanities, Young Forum – Humanities and Social Sciences (2023-2024).
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Ad Hoc Reviewer	Journal of Economic Psychology Journal of Expertise Sports Economics Review Thinking & Reasoning
Conference Organization	Co-Organizer. The Annual Retreat of the Center for the Study of Rationality, The Hebrew University (2022).
Volunteering	Co-Founder & CEO of Etude: Jerusalem Chess Program, under which thousands of schoolchildren from diverse socio-economic backgrounds learned and played chess with the guidance of university students (2012–2020).
Chess	Israeli Chess Master Full Military Service as an Outstanding Athlete
