

# DANIT EIN-GAR

Coller School of Management  
Marketing Department  
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## Academic Positions

2018-Current	Senior lecturer of Marketing (with tenure) <i>Coller Scholl of Management, Tel-Aviv University, Israel</i>
2015-2017	Visiting Scholar <i>Haas School of Business, Berkeley, USA</i>
2013-2014	Senior lecturer of Marketing (with tenure) <i>Coller Scholl of Management, Tel-Aviv University, Israel</i>
2007-2012	Lecturer of Marketing <i>Coller Scholl of Management, Tel-Aviv University, Israel</i>
2006	Post-doctoral fellow <i>Stanford Graduate School of Business, USA</i>

## Education

2005	PhD Marketing & Organizational Behavior
2001	MBA (with honors)
1997	BA, Sociology <i>All in the Jerusalem School of Business Administration, Israel</i>

## Academic Grants & Awards

2019-2021	Israel Science Foundation (ISF) Grant
2018	Jeremy Coller Foundation Grant
2017	Jeremy Coller Foundation Grant
2014-2016	Israel Science Foundation (ISF) Grant
2011-2012	Israel Science Foundation (ISF) Grant
2011-2012	Israel Foundation Trustees (IFT) Grant
2008-2010	Israel Foundation Trustees (IFT) Grant
2006	The Richard (Dick) Segal Memorial Award
2000	Gal-Ed Award, The Jerusalem School of Business Administration

## Teaching Awards

2015	Dean Excellence Teaching Award, Coller Scholl of Management
2014	"100 Best Lecturers", Rector Excellence Teaching Award, Tel-Aviv University

## Teaching

Consumer Behavior Insights, PhD seminar, Tel-Aviv University.  
Marketing Management, Executive Education program, Tel-Aviv University.  
Marketing Management, Full MBA program, Berkeley University.  
Marketing Management, MBA program, Tel-Aviv University.  
Integrated Marketing Communication, MBA program, Tel-Aviv University.  
Consumer Behavior, MBA program, Tel-Aviv University.  
Behavioral Science, MBA program, Hebrew University.  
Principles in Marketing, BA program, Tel-Aviv University.

## Journal Publications

- Nitzan I. & **Ein-Gar D.** (2019). The "Commitment Projection" Effect: When Multiple Payments for a Product Affect Defection from a Service. *Journal of Marketing Research*, Forthcoming.
- Ein-Gar D.** & Steinhart Y. (2017). Self-Control and Task Timing Shift Self-Efficacy and Influence Willingness to Engage in Effortful Tasks. *Frontiers in Psychology, Personality and Social Psychology Section*, 8, 1788.
- Ein-Gar D.** (2015). Committing under the Shadow of Tomorrow: Self-control and Commitment to Future Virtuous Behaviors, *Journal of Consumer Psychology*, 25(2), 268-285.
- Levontin L., **Ein-Gar D.** & Lee A. (2015). Acts of Emptying Promote Self-Focus: A Perceived Resource Deficiency Perspective, *Journal of Consumer Psychology*, 25(2), 257–267.
- Toker S., Heaney C. & **Ein-Gar D.** (2015). Why Won't They Participate? Barriers to Participation in Worksite Health Promotion Programs, *European Journal of Work and Organizational Psychology*, 24(6), 866-881.
- Ein-Gar D.** & Sagiv L. (2014). Overriding "Doing Wrong" and "Not Doing Right": Validation of the Dispositional Self-Control Scale, *Journal of Personality Assessment*, 96(6), 640-653.
- Sagiv L., Amit A., **Ein-Gar D.** & Arieli S. (2013). Not All Great Minds Think Alike: Systematic and Intuitive Cognitive Styles, *Journal of Personality*, 82(5), 402-417.
- Ein-Gar D.** & Levontin. (2013). Giving From a Distance: Putting the Charitable Organization At The Center of The Donation Appeal, *Journal of Consumer Psychology*, 23(2), 197-211.
- Ein-Gar D.**, Shiv B., and Tormala Z. (2012). When blemishing leads to blossoming: The positive effect of negative information, *Journal of Consumer Research*, 38(5), 846-859.

## **Working papers**

- Ein-Gar D. Feeling connectedness to a crowdfunding community shapes donation-giving.
- Yu L., Ma J. & Ein-Gar D. The maximizing mindset and charitable-giving.
- Ein-Gar D., Levontin L. & Kugot T. Choice-sets of victims yields donation aversion.
- Zaho Y, Ein-Gar D, Ma J & Roese N. Cognitive and emotional routs to donations.
- Ein-Gar D. & Giveon A. Recommender systems in donation raising platforms.
- Konkov N, Ein-Gar D & Puntoni S. Physical appearance and prosocial behavior.

## **Peer-Reviewed Conference Proceedings**

- Ein-Gar D, Levontin L and Kogut T (2019). The “Opt-out” Effect: When the Need to Choose Decreases Donations, in *Society of Consumer Psychology Annual Winter Conference proceedings* .eds. Kelly Haws, Brent McFerran, Society of Consumer Psychology.
- Ein-Gar D. (2018). Let's Donate Together: The Role of Communities in Donation-Based Crowdfunding Campaigns in *Society of Consumer Psychology Annual Winter Conference proceedings*, 519-533.eds. Ryan Hamilton, Cait Lamberton, Society of Consumer Psychology.
- Ein-Gar D (2018). "Let's get together and make a difference: experiencing a community in donation-based crowdfunding" in NA - *Advances in Consumer Research*, 46 eds. Andy Gershoff, Rob Kozinets, and Tiffany White. Association for Consumer Research.
- Ein-Gar D., Levontin L. & Kogut T. (2018). The “Opt-Out” Effect: When the Need to Choose Decreases Donations, *European Advances in Consumer Research*, 11, 14-18, eds. Maggie Geuens, Mario Pandelaere, and Michel Tuan Pham, Iris Vermeir, Duluth, MN : Association for Consumer Research.
- Ein-Gar D., Levontin L. & Lee A. (2017). I Don't Have Now, But I Will Make Sure I Have Later; Saving for the Future Under Resource Scarcity Minds, *Advances in Consumer Research*, 45, 253-257, eds. Ayelet Gneezy, Vladas Griskevicius, and Patti Williams, Duluth, MN : Association for Consumer Research.
- Ein-Gar D. & Nitzan I. (2015). The “Lock-In” Effect of Multiple Payments on Defection Decisions Over Time, *Advances in Consumer Research*, 43, 514-515, eds. Kristin Diehl and Carolyn Yoon, Duluth, MN: Association for Consumer Research.
- Levontin L., Ein-Gar D. & Lee A. (2013). If You Feel Empty, You Spend More Money on Yourself and Less on Giving to Others, *Advances in Consumer Research*, 41, eds. Simona Botti and Aparna Labroo, Duluth, MN: Association for Consumer Research.
- Ein-Gar D. (2013). Commitment to Virtuous Behaviors: How Self-Control Shapes Commitment to Near Vs. Distant Behaviors, *Advances in Consumer Research*, 41,

- 409-410 eds. Simona Botti and Aparna Labroo, Duluth, MN: Association for Consumer Research.
- Ein-Gar D. (2013). Commitment to Virtuous Behaviors: How Self-Control Shapes Commitment to Near Vs. Distant Behaviors, *European Advances in Consumer Research Volume 10*, eds. Gert Cornelissen, Elena Reutskaja, and Ana Valenzuela, Duluth, MN : Association for Consumer Research, Pages: 150-151
- Ein-Gar D. & Shiv B. (2011). From Blemishing to Blossoming: the Positive Effect of Negative Information. *Advances in Consumer Research*, 39, 25-26, eds. Rohini Ahluwalia, Tanya L. Chartrand, and Rebecca K. Ratner, Duluth, MN: Association for Consumer Research.
- Ein-Gar D. & Levontin L. (2011). How Does Construal Level Influence Donations to Individuals and Organizations, *Advances in Consumer Research*, 38, 657-658, eds. Darren W. Dahl, Gita V. Johar, and Stijn M.J. van Osselaer, Duluth, MN: Association for Consumer Research.
- Ein-Gar D. & Johnson S. C. (2010). Being Indulgent and Becoming Prudent, *Advances in Consumer Research*, 37, 174-178 eds. Margaret C. Campbell, Jeff Inman, and Rik Pieters, Duluth, MN: Association for Consumer Research.
- Ein-Gar D. & Steinhart Y. (2009). The Sprinter Effect: When Involvement and Self-Control Fail to Overcome Ego-Depletion, *Advances in Consumer Research*, 36, 771-771, eds. Ann L. McGill and Sharon Shavitt, Duluth, MN: Association for Consumer.
- Steinhart Y. & Ein-Gar D. (2009). The Sprinter Effect: When Extremely Motivated Consumers Fail to Overcome Depletion, in *Society of Consumer Psychology Annual Winter Conference proceedings*, 154-155.eds. Alexander Chernev, Michal Herzstein, Shailendra Pratap Jain, Society of Consumer Psychology.
- Ein-Gar D. Goldenberg J. & Sagiv L. (2008). Taking Control: An Integrated Model of Dispositional Self-Control and Measure, *Advances in Consumer Research*, 35, 542-550, eds. Angela Y. Lee and Dilip Soman, MN: Association for Consumer Research.
- Johnson S. C. & Ein-Gar D. (2008). Being Hedonic and Becoming Prudent, *Advances in Consumer Research*, 35, 957, eds. Angela Y. Lee and Dilip Soman, MN: Association for Consumer Research.

## **Review Services**

### **Editorial Board Member**

2016-Current	Journal of Consumer Psychology
2020	Society for Consumer Psychology Conference

### **Ad-Hoc Reviewer**

2019	Journal of Marketing
2019	Frontiers in Psychology
2017	Journal of Marketing Behavior
2017	California Management Review
2016	British Journal of Social Psychology
2014,2016	Plos One
2014,2016	Journal of Consumer Research
2014	Applied Psychology
2013-2019	Journal of Consumer Psychology
2012, 2014	International Journal of Research Marketing
2012, 2013	Journal of Marketing
2012	European Journal of Marketing

### **Pro-Bono Services**

2016-2017	Advisory Board – LENDonate
2011-2014	Advisory Board – SOS Children Villages, Israel

### **Institutional Services**

2019	Head of Marketing Department
2018	Head of MSC Marketing Program
2009-2015	Head of the School of Management Behavioral Lab
2014-2015	Head of the School of Management Academic Student Internship

### **PhD Students**

2018-current	Yuanjie Zhao, National School of Development, Peking University, China (Collaborating on a project with Prof. Jingjing Ma)
2019	Natalia Konkov, Coller School of Management, Tel-Aviv University (Advisor)

### **Master Students**

2018-current	Yu Lin, National School of Development, Peking University, China (Collaborating on a project with with Prof. Jingjing Ma)
2012	Adi Shinmal, MsC School of Management, Tel-Aviv University (Advisor)
2012	Adi Nehama, MsC School of Management, Tel-Aviv University (Co-Advisor with Prof. Muli Ellis)