

# CURRICULUM VITAE

Dr. Elinor Amit  
Senior Lecturer (tenure track)  
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## **EDUCATION**

- 2009**            **PhD (Psychology), Tel-Aviv University, Israel.** (Advisors: Yaacov Trope, New York University and Daniel Algom, Tel-Aviv University).  
Thesis title: Distance-dependent processing of pictures and words
- 2004**            **M.A. (Psychology), Tel-Aviv University, Israel.** (Advisor: Nira Liberman)
- 2000**            **B.A. (Psychology and Communication), Haifa University, Israel.**

## **EMPLOYMENT**

- 2019 - current**    **Senior Lecturer (tenure track), Coller School of Management, Tel Aviv University**
- 2015 - current**    **Research Scientist (Non tenure track), Cognitive, Linguistic & Psychological Sciences, Brown University.**
- 2015 - 2018**       **Lecturer, Cognitive, Linguistic & Psychological Sciences, Brown University.**
- 2015-2016**       **Lecturer, Harvard Medical School, Harvard University.**  
**Consultant, Massachusetts General Hospital, The Psychiatry Department.**
- 2014-2015**       **Residential Fellow, Edmond J. Safra Center for Ethics, Harvard University.**
- 2012-2014**       **College Fellow, Department of Psychology, Harvard University.**
- 2010-2012**       **Postdoctoral Fellow, Department of Psychology, Harvard University.**
- 2008-2010**       **Postdoctoral Fellow, Department of Psychology, New York University.**

## **GRANTS and FELLOWSHIPS**

2021: ISF: Israel Science Foundation: The effect of the law on moral judgment. 3 years  
2020: Henry Crown Foundation. Project title: Numbers as Communication Signal  
2019: Collier Foundation.: Outsourcing moral judgement  
2019: Keren Idud, Tel Aviv University: Moral Outsourcing  
2019: Edmond J. Safra Center for Ethics (Tel Aviv University): Markets, Ethics, and the Law  
2019: Henry Crown Institute of Business Research: the medium of power  
2018: Brown University UTRA grant fellowship (with undergraduate student Eugy Han)  
2016: Templeton Science of Prospection Award: supplementary grant  
2014: Templeton Science of Prospection Award: (with Evelina Fedorenko)  
2014: Edmond J. Safra Center for Ethics (Harvard University): Residential Fellow  
2013: Edmond J. Safra Center for Ethics (Harvard University): Non-Residential Fellow  
2012: Edmond J. Safra Center for Ethics (Harvard University): Network Fellow  
2010: New York University Research Challenge Fund (URCF) (with Yaacov Trope)

## **CONSULTING**

State of Rhode Island – Office of Innovation

Academic affiliate to Ideas42

## **PUBLICATIONS**

### **Published**

(\* denotes equal contribution)

**Amit, E.**, Danziger, S., & Smith, P.K. (2022). Medium is a Powerful Message: Pictures Signal Less Power Than Words. *Organizational Behavior and Human Decision Processes*. 169, 104132.

**Amit, E.**, Han, E., Posten, A.C., and Sloman, Steven. (2020). How people judge institutional corruption. *Connecticut Law Review*, 52.

Torrez, B., Wakslak, C., & **Amit, E.** (2019). Dynamic Distance: How Motivated Psychological Distance Influences the Use of Visual and Verbal Means of Communication. *Journal of Experimental Social Psychology*, 85.

\***Amit, E.**, \*Rim, S. Halbeisen, G., Cohen Priva, U., Stephan, E., & Trope, Y. (2019). Distance-dependent memory for pictures and words. *Journal of Memory and Language*, 105, 119-130.

Lee, J. J., Ong, M., Parmar, B., & **Amit, E.** (2019). Lay theories of effortful honesty: Does the honesty–effort association justify making a dishonest decision?. *Journal of Applied Psychology*, 104(5), 659.

**Amit, E., Hoeflin, C., Hamzah, N., & Fedorenko, E. (2017).** An asymmetrical relationship between verbal and visual thinking: Converging evidence from behavior and fMRI. *NeuroImage*, 152, 619-627.

**Amit, E., Koralnik, J., Posten, A. C., Muethel, M., & Lessig, L. (2016).** Institutional corruption revisited: exploring open questions within the institutional corruption literature. *S. Cal. Interdisc. LJ*, 26, 447.

Miller, J. E., **Amit, E., & Posten, A. C. (2016).** Behavioral economics. In *Encyclopedia of Global Bioethics* (pp. 1-6). Springer International Publishing.

Soderberg, C. K., Callahan, S. P., Kochersberger, A. O., **Amit, E., & Ledgerwood, A. (2015).** The effects of psychological distance on abstraction: Two meta-analyses. *Psychological Bulletin*, 1-24

Carnevale, J. J., Fujita, K., Han, H. A., & **Amit, E. (2015).** Immersion versus transcendence: How pictures and words impact evaluative associations assessed by the Implicit Association Test. *Social Psychological and Personality Science*, 6(1), 92-100.

Rim\*, S., **Amit\***, E., Fujita, K., Trope, Y., Halbeisen, G., & Algom, D. (2015). How words transcend and pictures immerse: On the association between medium and level of construal. *Social Psychological and Personality Science*, 6(2), 123-130.

**Amit, E., Gottlieb, S., Greene, J.D., (2014).** Visual vs. verbal thinking and dual-process moral cognition, in *Dual-process Theories of the Social Mind*, J. Sherman, B. Gawronski, Y. Trope, Eds. Guilford Press.

**Amit, E., Wakslak, C., & Trope, Y. (2013).** How do we communicate with other people? The effect of psychological distance on preference for pictorial and verbal means of communication. *Personality and Social Psychology Bulletin*, 39(1), 43-56.

**Amit, E., Mehoudar, E., Trope, Y., & Yovel, G. (2012).** Do object-category selective regions in the ventral visual stream represent distance information? *Brain and Cognition*, 80, 201-213

**Amit, E., & Greene, J. D. (2012).** You see, the ends don't justify the means: Visual imagery and moral judgment. *Psychological Science*, 23(8), 861-868.

**Amit, E., Algom, D., & Trope, Y. (2009).** Distance dependent processing of pictures and words. *Journal of Experimental Psychology: General*, 138(3), 400-415.

**Amit, E., Algom, D., Trope, Y., & Liberman, N. (2009).** “Thou shalt not make unto thee any graven image”: The distance dependence representation. *The Handbook of Imagination and Mental Simulation*. Eds: K. Markman., B. Klein., & J. Suhr. p. 53-68.

## **In preparation**

**Amit, E., Shoham, M. Steinhart, Y., & Cohen Priva, U.** Structure through Numbers: How and Why Low-Information Numbers Appeal to Consumers.

**Amit, E.**, Sloman, S., & Danziger, S. The legality bias.

**Amit, E.** Danziger, S., and Tadmor, C. Differences between emojis and emoticons in online communication: reply to Li et al.

**Amit, E.** Danziger, S., and Tadmor, C. How visual versus verbal representations affect customer-company communities.

**Amit, E.**, & Shum, M. How cognitive style of thought affects financial decision-making?

Rubinstein, T., **Amit, E.**, & Wakslak, C., &. Linguistic complexity is associated with gender: implications for marketing.

**Amit, E.**, & Sharot, T. Two-process model of emotions.

### **SELECTED INVITED TALKS**

European Marketing Academy Conference (EMAC) (May 2022, Budapest, Hungary). Why Low-Complexity Numbers Appeal to Consumers

Tel Aviv University, Psychology Department Colloquium (April 2022).

Gender Crossing Borders. Tel Aviv University (May 2022). Symposium on masculine hegemony.

Society for Consumer Psychology (March 2022). Symposium on social signaling

Academy of Management annual meeting (August 2021): Symposium on Construal Level in Organizational Research

Ben Gurion University (April 2021): Invited talk at Morality seminar

Marketing in Israel: session organizer (Feb 2021)

New York University: Business Ethics Seminar (November 2020)

Ben Gurion University, Psychology Department, Israel (talk cancelled due to the coronavirus outbreak in 2020)

Technion, Management Department, Israel (talk cancelled due to the coronavirus outbreak in 2020)

Behavioral Economics (talk cancelled due to the coronavirus outbreak in 2020)

Boston College, Department of Psychology (2020)

Marketing in Israel (2019)

Brown University, Human Cognition Seminar (2019)

Safra Center of Ethics, Tel Aviv University (forthcoming, 2019)

Disruptive Neuroscience Thechnologies, Rhode Island-Israel Collaborative (2019)

High Cognition Seminar, Brown University (2019)

New York University, Department of Psychology, abstraction seminar (2019)

Brown University, Department of Cognitive, Linguistic, and Psychological Sciences (2019)

Harvard University, Department of Psychology, Morality Seminar (2019)

Harvard University, Department of Psychology, Memory Seminar (2019)

Ideas42 (Behavioral Insight Team), New York, NY (2018)

Greene-Cushman Lab Meeting, Harvard University, Psychology Department (2018)

University College of London (UCL), Affective Brain Lab Talk Series (2018)

Illinois State University, Department of Economics (2018)

College of Europe, European Legal Studies, Bruges, Belgium (2018)

Ideas42 (Behavioral Insight Team), New York, NY (2017)

Tel Aviv University, Israel, Collier School of Management (2017)

Bar Illan University, Israel: Social Psychology Brown Bag (2017)

The Open University, Israel: Social Psychology Brown Bag (2017)

The Hebrew University, Israel: Psychology Departmental Colloquium (2017)

Society for Neuroscience (SFN), Washington DC (2017)

New York University, the Medical School, Department of Population Health (2017)

Harvard University. Department of Psychology [Caramazza lab meeting]. (2017).

The Hebrew University, Israel Department of Psychology, Aviezer lab meeting (2016).

Tel Aviv University, The Social Psychology Colloquium (2016).

Tel Aviv University, Sorasky Center for Neuroscience, Hendler lab meeting (2016).

Brown University, Department of Cognitive, Linguistic, & Psychological Sciences, Cognitive Seminar (2013).

Society for Personality and Social Psychology Annual Meeting: Mental simulation preconference (2015).

Society for Philosophy and Psychology (SPP), Brown University, (2013)

Society for Personality and Social Psychology (SPSP), New Orleans, (2013)

Harvard University, Department of Psychology (2012): Cognitive Brain Behavior departmental seminar.

Boston College, Department of Psychology (2012) [Young - Kensinger joint lab meeting].

Brown University, Department of Cognitive, Linguistic, & Psychological Sciences (2012) [Cushman - Sloman joint lab meeting].

Duck Conference on Social Cognition, North Carolina (2012)

Society for Personality and Social Psychology (SPSP), San Diego (2012), CLT pre-conference.

Society for Philosophy and Psychology (SPP), Bolder, Colorado. (2012).

Society for Philosophy and Psychology (SPP), Montreal, Canada (2011).

Harvard University, The Kennedy School (2011), Judgment and decision-making workshop for public policy students.

Harvard University, Department of Psychology (2011) Concepts seminar.

Law, Institution and Human Behavior, Squaw Valley Conference (2011).

Harvard University, Department of Psychology (2010) [Mitchell lab meeting].

Harvard University, Department of Psychology (2009) [Greene lab meeting].

MIT, Department of Neuroscience (2009) [Kanwisher lab meeting].

Albert Einstein College of Medicine at Yeshiva University, New York (2008) [Sussman lab meeting, Department of neuroscience].

### **SELECTED PRESENTATIONS**

Society for Personality and Social Psychology Annual Meeting, San Antonio, TX (2011).

Society for Personality and Social Psychology Annual Meeting, Las Vegas, Nevada (2010).

Cognitive Neuroscience Society, San-Francisco, California (2009).

Vision Science Society 8<sup>th</sup> annual meeting, Florida (2008).

Social and Affective Neuroscience conference, Boston (2008).

## **SERVICE AND AD-HOC REVIEWING**

**Editorial Board:** Imagination, Cognition, and Personality Journal (ICP)

Social Cognitive and Affective Neuroscience

Journal of Personality and Social Psychology

Cognition

Cognitive Science Conference

Journal of Experimental Psychology: Learning, Memory, and Cognition

Emotion

Journal of Economic Psychology

Social Neuroscience

SPP conference

Journal of Experimental Social Psychology

Neuroimage

Social Psychological and Personality Science

Psychological Science

ISF (Israeli Science Foundation)

## **TEACHING EXPERIENCE**

- 2019**            **Lecturer, Collier School of Management, Tel Aviv University**
- Introduction to Marketing: Course Instructor
- 2015-**            **Lecturer, Cognitive, Linguistic & Psychological Sciences, Brown University**
- Thinking about the social world: Course Instructor
  - Nudge: Course Instructor
  - Introduction to Human Cognition
- 2012-**            **Lecturer, The Psychology Department, Harvard University**
- Psychology live (seminar): Course Instructor
  - Styles of thought (seminar): Course Instructor
  - Intergroup relations (lecture course): Course Instructor
  - Senior Seminar (seminar): Course Instructor
- 2012-2014**      **Advisor, Honors Program, The Psychology Department, Harvard University.**
- Advised 2 students in developing and writing their honors theses in experimental psychology.
- 2009-2010**      **Teaching Assistant, The Psychology Department, New York University**
- Honors Thesis seminar

- 2004-2008**    **Lecturer, Health Professions School, Tel-Aviv University, Israel.**
- Introduction to Psychology: Course Instructor
- Lecturer, The Psychology Department, The Open University, Israel.**
- Research Methods: Course Instructor
- Advisor, Honors Program, The Psychology Department, The Open University, Israel.**
- Advised 17 students in developing and writing their honors theses in experimental psychology.
- 2000-2008**    **Teaching Assistant, The Psychology Department, Tel-Aviv University.**
- Introduction to Psychology
  - Social Psychology
- 2000-2008**    **Teaching Assistant, MBA program, Tel-Aviv University.**
- Research Methods (MBA program)
  - Statistical Analysis (MBA program)
- 2000-2008**    **Teaching Assistant, College of Management, Tel Aviv, Israel.**
- Statistical Analysis (MBA program)