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## ACADEMIC POSITIONS

- 2014- Present Professor (Tenured), School of Business administration, The Hebrew University of Jerusalem
- 2008- 2014 Associate Professor (Tenured), School of Business administration, The Hebrew University of Jerusalem.
- 2010/ 2011 Visiting Professor, Department of Psychology, University of Michigan
- 2004- 2008 Senior Lecturer (Tenured), School of Business administration, The Hebrew University of Jerusalem.
- 2004/ 2005 Visiting Professor, Department of Psychology, University of Michigan
- 1999- 2004 Lecturer (Tenure-Track), School of Business administration, The Hebrew University of Jerusalem.
- 1998/ 1999 Post-doctoral associate, School of Business administration, The Hebrew University of Jerusalem. Host: Dr. Avraham Kluger.
- 1997/ 1998 Post-doctoral associate, Department of Psychology, University of Michigan. The culture and cognition program. Host: Prof. Richard Nisbett

## EDUCATION

Ph.D. 1997, the Hebrew University of Jerusalem, Department of Psychology  
Dissertation: "Process and outcomes of vocational counseling: The role of clients' values". Advisor: Prof. S.H. Schwartz.

M.A. (*Cum Laude*), 1992, the Hebrew University of Jerusalem, a special program in social psychology (Department of Psychology) and marketing (School of Business Administration).

Thesis: "The influence of individual value priorities and group motivations on mutual readiness for social contact among Jewish and Arab teachers". Advisor: Prof. S.H. Schwartz.

B.A. (*Cum Laude*), 1989, Double major in Psychology and Business Administration, the Hebrew University of Jerusalem.

## PUBLICATIONS

1. Sagiv, L., & Schwartz, S. H. (1995). Value priorities and readiness for out-group social contact. *Journal of Personality and Social Psychology*, *69*, 437-448.
2. Schwartz, S. H., & Sagiv, L. (1995). Identifying culture-specifics in the content and structure of values. *Journal of Cross-Cultural Psychology*, *26*, 92-116.
3. Shiri, S., & Sagiv, L. (1995). Hashimush betipologia shel Holland lehatama bein tipusey ishiut ishiut taasukatiim levein gishot yeuziot bebhirat mikzoa (Use of Holland typology to match personality types and counseling approaches in vocational counseling). *Adam Veavoda*, *6*, 58-67.
4. Schwartz, S. H., Verkasalo, M., Antonovsky, A., & Sagiv, L. (1997). Social desirability and value priorities: Much substance, some style. *British Journal of Social Psychology*, *36*, 3-18.
5. Boehnke, K., Schwartz, S. H., Stromberg, C., & Sagiv, L. (1998). The structure and dynamics of worry: Theory, measurement and cross-national replications. *Journal of Personality*, *66*, 745-782.
6. Sagiv, L., & Schwartz, S. H. (1998). Determinants of readiness for out-group contact: Dominance relations and minority group motivations. *International Journal of Psychology*, *33*, 313-324.
7. Sagiv, L. (1999). Searching for tools versus asking for answers: A taxonomy of counselee behavioral styles during career counseling. *Journal of Career Assessment*, *7*, 19-34.
8. Schwartz, S. H., Sagiv, L., & Boehnke, K. (2000) Worries and Values. *Journal of Personality*, *68*, 309-346.
9. Sagiv, L., & Schwartz, S. H. (2000). Values priorities and subjective well-being: Direct relations and congruity effects. *European Journal of Social Psychology*, *30*, 177-198.
10. Sagiv, L., & Schwartz, S. H. (2000). A New Look at National Culture: Illustrative Applications to Role Stress and Managerial Behavior Conference Presentations. In: N. Ashkenasy, M. Peterson, & C. Wilderom (Eds.), *Handbook of Organizational Culture and Climate*. Newbury Park, CA: Sage.
11. Roccas, S., Sagiv, L., Schwartz, S. H., & Knafo, A. (2002). Basic values and the Five Factor Model of personality traits. *Personality and Social Psychology Bulletin*, *28*, 789-801.
12. Sagiv, L. (2002). Vocational interests and basic values. *Journal of Career Assessment*, *10*, 233-257.

13. Bardi, A., & Sagiv L. (2003). The European Union and Israel: Comparison of cultures and implications. In: K. Boehnke (Ed.), *Europe and Israel*. Wiesbaden: Deutscher Universitätsverlag.
14. Beyth-Marom, R., Chajut, E., Roccas, S., & Sagiv, L. (2003). Internet-assisted versus traditional distance learning environments: Factors affecting students' preferences. *Computers and Education*, 41, 65-76.
15. Sagiv, L., Roccas, S., Hazan, O. (2004). Value pathways to well-being: Healthy values, valued goal attainment, and environmental congruence. In: A. Linley, & J. Stephen (Eds.), *Positive Psychology in Practice*. NJ: John Wiley.
16. Knafo, A., & Sagiv, L. (2004). Values and work environment: Mapping 32 occupations. Special issue on values in counseling. *European Journal of Education and Psychology*, 19, 255-273.
17. Sagiv, L., & Schwartz. S. H. (2004). Values, intelligence and client behavior in career counseling: A field study. Special issue on values in counseling. *European Journal of Education and Psychology*, 19, 237-254.
18. Brannen, M.Y., Gomez, C., Peterson, M., Romani, L., Sagiv, L., & P-C, Wu. (2004). People in global organizations: Culture, personality and social dynamics. In: H.W. Lane, M.L. Maznevski, M. Mendenhall, & J. McNett (Eds.), *Handbook of Global Management: Guide to Managing Complexity*. Oxford, UK: Blackwell Publishing.
19. Sagiv, L., Roccas, S., & Halevi, N. (2005). A new challenge for managers: Values' role in introducing innovative communication technologies in organizations. In: A. Tamayo, & J. Porto (Eds.), *Valores e Trabalho [Values and Work]*. Brasilia: Editora Universidade de Brasilia.
20. Nosse, L. J., & Sagiv, L. (2005). Theory-based study of the basic values-of 565 physical therapists. *Physical Therapy*, 85, 834-850.
21. Gandal, N., Roccas, S., Sagiv, L., & Wrzesniewski, A. (2005). Personal value priorities of economists. *Human Relations*, 58, 1227-1252.
22. Halevy, N., Sagiv, L., Roccas, S., & Bornstein, G. (2006). Perceiving intergroup conflict: From game models to mental templates. *Personality and Social Psychology Bulletin*, 32, 1674-1689.
23. Sagiv, L. (2007). Book Review: The modern scientist-practitioner. A guide to practice in psychology, by D. Lane & S. Corrie. *European Psychologist*.
24. Sagiv, L., & Schwartz. S. H. (2007). Cultural values in organizations: Insights for Europe. *European Journal of International Management*, 1, 176-190.

25. Halevy, N., & Sagiv, L. (2008). Teams within and across cultures. In: P. Smith, M. Peterson, & D.Y. Thomas (Eds.), *Handbook of Cross-Cultural Management Research*. Sage Publications.
26. Halevy, N., Bornstein, G., & Sagiv, L. (2008). "In-group love" and "out-group hate" as motives for individual participation in inter-group conflict: A new game paradigm. *Psychological Science*, *19*, 405–411.
27. Roccas, S., Sagiv, L., Schwartz, S. H., Halevy, N., & Eidelson, R. (2008). Towards a unifying model of identification with groups: Integrating theoretical perspectives. *Personality and Social Psychology Review*, *12*, 280-306.
28. Amit, A., & Sagiv, L. (2009). Where have the investigative occupations gone? Perceptions and misperceptions of occupations. *Journal of Career Assessment*, *17*, 214-231.
29. Roccas, S., & Sagiv, L. (2010). Personal values and behavior: Taking the cultural context into account. *Social and Personality Psychology Compass*, *4*, 30-41.
30. Sagiv, L., Arieli, S., Goldenberg, J., & Goldschmidt, A. (2010). Structure and freedom in creativity: The interplay between externally imposed structure and personal cognitive style. *Journal of Organizational Behavior*, *31*, 1086-1110.
31. Sagiv, L., Schwartz, S. H., & Arieli, S. (2011). Personal values, national culture and organizations: Insights applying the Schwartz value framework. In: N. N. Ashkanasy, C. Wilderom & M. F. Peterson (Eds.), *Handbook of Organizational Culture and Climate*. Newbury Park, CA: Sage.
32. Sagiv, L, Sverdlik N, Schwarz N. (2011). To compete or to cooperate? Values' impact on perception and action in social dilemma games. *European Journal of Social Psychology*, *41*, 64–77.
33. Sverdlik, N., Roccas, S. & Sagiv, L. (2011). Morality across cultures: A value perspective. In: M. Mikulincer & P. R. Shaver (Eds.), *The Social Psychology of Morality -Exploring the Causes of Good and Evil*. Washington, DC: American Psychological Association.
34. Knafo, A., Roccas, S., & Sagiv, L. (2011). The value of values in cross cultural research. A special issue in honor of Shalom Schwartz. *Journal of Cross Cultural Psychology*, *42*, 178-185.
35. Adams, R., Licht, A. & Sagiv, L. (2011). Shareholders and stakeholders: How do directors decide? *Strategic Management Journal*, *32*, 1331-1355.
36. Sagiv, L., Roccas, S., & Hazan, O. (2012). Identification with groups: The role of personality and context. *Journal of Personality*, *80*, 345-374.

37. Ein-Gar, D., Goldenberg, J., & Sagiv, L. (2012). Consumer self-control, product attributes and the consumption of virtue products. *International Journal of Research Marketing*, 29, 123-133.
38. Ferdman, B., & Sagiv, L. (2012). Diversity in organizations and cross-cultural work psychology: What if they were more connected? Invited conceptual article in: *Industrial and Organizational Psychology: Perspectives on Science and Practice*, 5, 323-345.
39. Ferdman, B., & Sagiv, L. (2012). The value of connecting diversity in organizations and cross-cultural work psychology through dialogue and multiplicity. *Industrial and Organizational Psychology: Perspectives on Science and Practice*, 5, 373-379.
40. Segal-Caspi, L., Roccas, S., & Sagiv, L. (2012). Don't Judge a book by its cover - revisited: Perceived and reported traits and values of attractive women. *Psychological Science*, 23, 1112-1116.
41. Amit, A., & Sagiv, L. (2013). The PreferenSort: A holistic instrument for career counseling. *Journal of Career Assessment*, 21, 249-264.
42. Amit, A., & Sagiv, L. (2013). Tough decisions: Motivated processing of attributes and alternatives in complex choices. *Organizational Behavior and Human Decision Processes*, 121, 104-117.
43. Arieli, S., Grant, A., & Sagiv, L. (2014). Convincing yourself to care about others: An intervention for enhancing benevolence values. *Journal of Personality*, 82, 15-24.
44. Roccas, S., Sagiv, L., Oppenheim, S., Elster, A. & Gal, A. (2014). Integrating content and structure aspects of the self: Traits, values and self-improvement. *Journal of Personality*, 82, 144-157.
45. Sagiv, L., Roccas, S., & Oppenheim, S. (accepted for publication). Values and well-being: Content, process, context. To Appear In: S. Joseph (Ed.). *Positive Psychology in Practice*. 2nd Edition. NY: John Wiley.
46. Ein-Gar, D., & Sagiv, L. (accepted for publication). Overriding "doing wrong" and "not doing right": Validation of the Dispositional Self-Control scale (DSC). *Journal of Personality Assessment*.
47. Sagiv, L., Amit, A., Ein-Gar, D., & Arieli, S. (accepted for publication). Not all great minds think alike: Systematic and intuitive cognitive styles. *Journal of Personality*.

## **AWARDS AND FELLOWSHIPS**

Dean's List, 1987-1989.

Scholarship for Academic Excellence, 1987-1988

Dissertation Writing Fellowship, Israel Foundation Trustees.

Post-doctoral fellowship, The Hebrew University of Jerusalem.

Lady Davis post-doctoral fellowship.

Golda Meir Fellowship, The Hebrew University of Jerusalem.

Alon Fellowship, The Planning & Budgeting Committee 2002-2004.

The Abe Gray president award, 2003-2006.

The Milken Rector Prize for Excellence in Teaching, 2008.

## **RESEARCH GRANTS**

“Values and the effectiveness of advanced learning technologies”. Granted by “Mosad Neaman”. (1997-1999; with Sonia Roccas and Gila Kurz).

“Jordanian/Israeli attitudes toward business cooperation”. Granted by the European Commission (2001-2003; with Muhsen Makhamreh and Avi Kluger). ECU 115,000

“Jordanian/Israeli attitudes toward business cooperation”. Granted by the Middle East Regional Cooperation (US government) (2001-2005; with Muhsen Makhamreh and Avi Kluger). \$328,000

“Traits and values”. Granted by the Israeli Science Foundation (2006-2011, CI, with Sonia Roccas as the principle investigator). 486,400 NIS

“The Mechanisms that Link Values to Behavior: The Role of Attention and Interpretation”. Granted by the Israeli Science Foundation (2014-2019, with Sonia Roccas). 700,000 NIS

## **SCIENTIFIC EDITORSHIP**

Guest Editor of Special Issue, *Journal of Cross-Cultural Psychology* (2011).

Consulting Editor, *Journal of Cross-Cultural Psychology* (since 2006).

Editorial Board, *International Journal of Cross-Cultural Management* (since 2009).

Editorial Board, *Journal of International Business Studies* (since 2010).

Editorial Board, *Applied Psychology: An International Review* (2007).

Editorial Board, *European Journal of Social Psychology* (since 2008).

## **SERVICE**

10/2012-present      Vice Dean for Teaching  
6/2008-8/2010

10/2009-present      Head, Organizational Behavior Area

10/2011-10/2012      Head, PhD. Committee

10/2008-10/2012	Member, PhD. Committee
10/2008-10/2012	Member, Scholarships and Awards Committee
10/2008-8/2010	Member, the University Teaching Committee (NAHAL)
10/2012-present	
2/2013-present	Member, University Committee for Teaching Evaluation Surveys
10/2008-present	Member, University Committee for Advising to the Students' Administration Authority
8/2010-9/2012	Member, Rector's committee for the Senat structure
10/2011-2914	Member, Senat

## **TEACHING**

Organizational Studies	School of Business Administration, The Hebrew University of Jerusalem. A course for graduate students
Empirical Seminar in Organizational Behavior	School of Business Administration, The Hebrew University of Jerusalem. A course for graduate students.
Culture and Organizations	School of Business Administration, The Hebrew University of Jerusalem. A course for graduate students.
Person-Work Congruency	School of Business Administration, The Hebrew University of Jerusalem. A course for graduate students.
Introduction to Behavioral Sciences	School of Business Administration, The Hebrew University of Jerusalem. A course for undergraduate students.