



# Maxim Milyavsky

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Ono Academic College  
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## Education

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<b>Postdoctoral researcher in Motivated Cognition Lab</b> University of Maryland, College Park Advisor: Prof. Arie Kruglanski	2013-17
<b>Ph.D. (“Direct” program), Social Psychology</b> , Hebrew University Dissertation title: “The influence of motivation on the use of unconscious information” Advisors: Prof. Ran R. Hassin and Prof. Yaacov Schul	2006-13
<b>M.A. in Psychology, specialization in Cognitive Psychology</b> , <i>magna cum laude</i> Hebrew University of Jerusalem, Jerusalem, Israel	2003-5
<b>B.A. in Psychology and Cognitive Science</b> , <i>magna cum laude</i> Hebrew University of Jerusalem, Jerusalem, Israel	2000-3

## Publications

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### (a) Refereed articles

**Milyavsky, M.**, Gvili, Y. (2024) Advice Taking vs. Combining Opinions: Framing Social Information as Advice Increases Source’s Perceived Helping Intentions, Trust, and Influence. *Organizational Behavior and Human Decision Processes*, 183, 104328.

Ref, O., Hu, S., **Milyavsky, M.**, Feldman, N. E., & Shapira, Z. (2024). Motivation and Ability: Unpacking Underperforming Firms’ Risk Taking. *Organization Science* (online).

**Milyavsky, M.** & Kruglanski, A., Gelfand, M., Chernikova, M., Ellenberg, M., & Pierro, A. (2022) People Who Need People (and Some Who Think They Don’t): On Compensatory Personal and Social Means of Goal Pursuit. *Psychological Inquiry*, 33(1), 1-22. Impact Factor: 9.3. Citations: 15

Pica, G., **Milyavsky, M.**, Pierro, A., & Kruglanski, A. (2021). Epistemic Bases of Opinion and Choice Change: Joint Effects of Need for Cognitive Closure and of Ascribed Epistemic Authority. *European Journal of Social Psychology*, 51(4-5), 690-702. Impact Factor: 3.9. Citations: 9

Stark, J. H., & **Milyavsky, M.** (2019). Towards a Better Understanding of Lawyers’ Judgmental Biases in Client Representation: The Role of Need for Cognitive Closure. *Washington University Journal of Law & Public Policy*, 59, 173. Citations: 13

Kruglanski, A., Jasko, K. **Milyavsky, M.**, Chernikova, M., Webber, D., Pierro, A., & di Santo, D. (2018). Cognitive consistency theory in social psychology: A paradigm reconsidered. *Psychological Inquiry*, 29(2), 45-59. Impact Factor: 9.3 Citations: 104

**Milyavsky, M.**, Webber, D., Fernandez, J. R., Kruglanski, A. W., Goldenberg, A., Suri, G., & Gross, J. J. (2018). To reappraise or not to reappraise? Emotion regulation choice and cognitive energetics. *Emotion*, 19(6), 964-981. Impact Factor: 4.2. Citations: 85

**Milyavsky, M.**, Kruglanski, A., Chernikova, M., & Schori-Eyal, N. (2017). Evidence for Arrogance: On the Relative Importance of Expertise, Outcome, and Manner. *PLoS One*, 12(7), e0180420. Impact Factor: 3.7. Citations: 25

Kruglanski, A. W., Jasko, K., Chernikova, M., **Milyavsky, M.**, Babush, M., Baldner, C., & Pierro, A. (2015). The Rocky Road from Attitudes to Behaviors: Charting the Goal Systemic Course of Actions. *Psychological Review*, 122(4), 598-620. Impact Factor: 5.4. Citations: 152

**Milyavsky, M.**, Hassin, R., & Schul, Y. (2012) Guess What? Implicit Motivation Boosts the Influence of Subliminal Information on Choice. *Consciousness and Cognition*, 21(3), 1232-41. Impact Factor: 2.4. Citations: 31

Yaniv, I., Choshen-Hillel, S., & **Milyavsky, M.** (2011). Receiving advice on matters of taste: Similarity, majority influence, and taste discrimination. *Organizational Behavior and Human Decision Processes*, 115(1), 111-120. Impact Factor: 4.6. Citations: 102

Yaniv, I., Choshen-Hillel, S., & **Milyavsky, M.** (2009). Spurious consensus and opinion revision: Why might people be more confident in their less accurate judgments? *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 35(2), 558-563. Impact Factor: 2.6 Citations: 104

Yaniv, I., & **Milyavsky, M.** (2007). Using advice from multiple sources to revise and improve judgment. *Organizational Behavior and Human Decision Processes*, 103, 104-120. Impact Factor: 4.6. Citations: 308

### (b) Invited Commentaries

**Milyavsky, M.**, & Chernikova, M. (2022). Agency and Assistance Are Compensatory When They Are Perceived as Substitutable Means: A Response to Commentaries. *Psychological Inquiry*, 33(1), 58-64. Impact Factor: 9.3.

Kruglanski, A., Jasko, K. **Milyavsky, M.**, Chernikova, M., Webber, D., Pierro, A., & di Santo, D. (2018). All About Cognitive Consistency: A Reply to Commentaries. *Psychological Inquiry*, 29(2), 109-116. Impact Factor: 9.3. Citations: 12

Hassin, R. & **Milyavsky, M.** (2014). When the default is defaulting: A commentary on Newell & Shank's paper. *Behavioral and Brain Sciences*. Impact Factor: 29.3. Citations: 5

## Manuscripts Under Review

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**Milyavsky, M.**, Gvili, Y. Advice Taking vs. Combining Opinions: Framing Social Information as Advice Increases Source's Perceived Helping Intentions, Trust, and Influence.

**Milyavsky, M.**, Gvili, Y., Rechter, E. Itzhakov, G. Advice Seeking: The Effect of Advisors' Social Status on Advisor Choice

Gvili, Y., **Milyavsky, M.** The Higher the Smarter? The Effect of Online Reviewer's Social Status on Reviewer's Choice

Ref, O., **Milyavsky, M.**, & Keil, T. Performance above aspiration: Attention to Different Types of Search.

Ref, O., **Milyavsky, M.**, Shapira, Z., Hu, S. Unpacking Underperforming Firms' Risk-Taking

## Manuscripts in Preparation

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**Milyavsky, M.**, Gvili, Y. The Effect of Advisor and Advisee Social Statuses on Advice Taking.

## Presentations

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**Milyavsky, M.** Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. SPUDM, Vienna, Austria. 2023

**Milyavsky, M.** Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. Talk at the Conference on Marketing Health, Ono Academic College, Israel. 2023

- Milyavsky, M.,** Gvili, Y., Rechter, E. Itzhakov, G. Advice Seeking: Advisor Social Status as a Cue for Competence in Advisor Choice. Industrial and Organizational Behavior Conference, Tel Aviv, Israel. 2023
- Milyavsky, M.,** Gvili, Y., Rechter, E. Itzhakov, G. Advice Seeking: Advisor Social Status as a Cue for Competence in Advisor Choice. Talk at the Colloquium of the Faculty of Management, Ono Academic College, Israel. 2022
- Milyavsky, M.,** Kruglanski, A., Gelfand, M., & Chernikova, M. People Who Need People (and Some Who Don't): On Compensatory Personal and Social Means of Goal Pursuit. Talk at the OAC Faculty of Business Administration Conference, Eilat, Israel. 2022
- Milyavsky, M.** Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. Talk at the Colloquium of the Faculty of Management, Ben-Gurion University, Israel. 2020
- Milyavsky, M.,** Kruglanski, A., Gelfand, M., & Chernikova, M., & Pierro, A. People Who Need People (and Some Who Don't): On Substitutable Personal and Social Means of Goal Pursuit. Talk at Israeli Organizational Behavior Conference, Tel-Aviv, Israel. 2020
- Milyavsky, M.,** Kruglanski, A., Gelfand, M., & Chernikova, M. People Who Need People (and Some Who Don't): On Compensatory Personal and Social Means of Goal Pursuit. Talk at the Colloquium of the Social Psychology Department, Bar-Ilan University, Israel. 2019
- Milyavsky, M.,** Kruglanski, A., Gelfand, M., & Chernikova, M. People Who Need People (and Some Who Don't): On Compensatory Personal and Social Means of Goal Pursuit. Talk at the Colloquium of the Faculty of Management, Ben-Gurion University, Israel. 2019
- Milyavsky, M.,** Choshen-Hillel, S. Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. Talk at the Workshop on Financial Decision-making, Kiryat-Ono, Israel. 2019
- Milyavsky, M.,** Webber, D., Renee Fernandez, J., Kruglanski, A., Gross., J., Goldenberg., A., & Suri., R. To Reappraise or Not to Reappraise: Emotion Regulation from the Perspective of the Cognitive Energetics Theory. Poster Session of Annual Convention of the Association of Psychological Science, San Francisco, CA, USA. 2018
- Milyavsky, M.,** Kruglanski, A., Gelfand, M., & Chernikova, M. People Who Need People (and Some Who Don't): On Substitutable Personal and Social Means of Goal Pursuit. Talk at the Conference of the Society for the Studies of Motivation, San Francisco, CA, USA. 2018
- Milyavsky, M.,** Webber, D., Renee Fernandez, J., Kruglanski, A., Gross., J., Goldenberg., A., & Suri., R. To Reappraise or Not to Reappraise: Emotion Regulation from the Perspective of the Cognitive Energetics Theory. Talk at the Conference on Affective and Behavioral Regulatory Processes, New Brunswick, NJ, USA. 2017
- Milyavsky, M.,** Kruglanski, A. The Asymmetry of Arrogance. Poster Session of Annual Convention of the Association of Psychological Science, Chicago, IL, USA. 2016
- Milyavsky, M.,** Kruglanski, A. The Asymmetry of Arrogance. Poster Session of Annual Convention for the Society for Personality and Social Psychology, San Diego, CA, USA. 2016
- Milyavsky, M.,** Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. Poster Session at the Annual Meeting of SPSP, Long Beach, CA, USA. 2015
- Milyavsky, M.,** Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. Talk at the Annual Convention of the Association of Psychological Science, New York, NY, USA. 2015
- Milyavsky, M.,** Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. Talk at the Conference on Intellectual Humility, Catalina, CA, USA. 2015

<b>Milyavsky, M., Schori-Eyal, N., Kruglanski, A.</b> Perception of Arrogance. <u>Poster Session of Conference on Intellectual Humility, St. Louis, MO, USA.</u>	2014
Pica, G., <b>Milyavsky, M.,</b> Kruglanski, A. Motivational Underpinnings of Intellectual Humility. <u>Poster Session of Conference on Intellectual Humility, St. Louis, MO, USA.</u>	2014
<b>Milyavsky, M.,</b> Hassin, R., Schul, Y. It's All About Intention: How to Use Unconscious Cues in Intuitive Choice. <u>Talk at the Conference of Doctoral Students in Social Psychology, Jerusalem, Israel.</u>	2012
<b>Milyavsky, M.,</b> Hassin, R., Schul, Y. Subliminal Glimpse Beneath the Surface of Consciousness: Motivation, Intention and Choice. <u>Talk at the Colloquium of Social Psychology Department of the Hebrew University, Jerusalem, Israel.</u>	2012
<b>Milyavsky, M.,</b> Hassin, R., Schul, Y. Explicit Motivation and Intuitive Choice: Money Boosts the Influence of Subliminal Cues on Category-based Intuitive Choice. <u>Poster Session at the Annual Meeting of SPSP, San Diego, CA, USA.</u>	2012
<b>Milyavsky, M.,</b> Hassin, R., Schul, Y. Explicit Motivation and Intention Modulate the Influence of Subliminal Cues on Choice. <u>Talk at the Colloquium of Social Psychology Department of the Hebrew University, Jerusalem, Israel.</u>	2011
<b>Milyavsky, M.,</b> Hassin, R., Schul, Y. Guess What? Implicit Motivation Boosts the Influence of Subliminal Information on Choice. <u>Poster Session at the Annual Meeting of SPSP, San Antonio, TX, USA.</u>	2011
Yaniv, I., Choshen-Hillel, S., & <b>Milyavsky, M.</b> Receiving Advice on Matters of Taste: How Relevant Are Other Peoples' Preferences? <u>Meeting of the European Association of Decision Making (SPUDM-21), Warsaw, Poland.</u>	2007
Yaniv, I., Choshen-Hillel, S., & <b>Milyavsky, M.</b> Spurious consensus and opinion revision: Why might people be more confident in their less accurate judgments? <u>Meeting of the Society for Judgment/Decision Making, Long Beach, CA, USA.</u>	2007

## Grants and Awards

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Israeli Science Foundations (No. 481/23)	NIS 417,000	2023
Israeli Science Foundations (No. 677/20)	NIS 202,034	2020
Hebrew University, Psychology Department, " <b>Sturman Travel Award</b> "	\$1500	2011
Hebrew University, Faculty of Social Sciences, " <b>Doctoral Students Travel Award</b> "	\$1000	2010
Research grant for excellent PhD students from the <b>Israel Foundations Trustees</b>	\$10,000	2010-12
Hebrew University, Faculty of Social Sciences, " <b>The President's Scholarship</b> "	\$40,000	2008-12
Hebrew University, Psychology Department, " <b>Direct</b> " PhD scholarship	\$18,000	2004-7
Hebrew University, Faculty of Social Sciences, <b>Dean's List of Excellence</b>		2003
Hebrew University, Faculty of Social Sciences, <b>Dean's List of Excellence</b>		2001

## Research Experience

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<b>Post-doctoral researcher</b> Dr. Arie Kruglanski's Motivated Cognition Lab, University of Maryland, College Park	2013-17
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<b>Graduate researcher</b> Dr. Ran Hassin's Lab Conscious, Hebrew University of Jerusalem	2006-13
<b>Lab coordinator</b> Dr. Ilan Yaniv's Decision Making and Negotiation Lab, Hebrew University of Jerusalem	2001-9

## Teaching Experience

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<b>Assistant professor</b> in the course "Research thinking and guided research experience", Ono Academic College, Israel.	2022-
<b>Assistant professor</b> in the course "Psychology in Management", Ono Academic College, Israel.	2018-
<b>Assistant professor</b> in the course "Statistical methods B", Ono Academic College, Israel.	2018-
<b>Assistant professor</b> in the course "Statistical methods A", Ono Academic College, Israel.	2018-
<b>Instructor</b> in the course "Research Experience, Regression Analysis and Analysis of Variance", Open University, Israel.	2013
<b>Course coordinator</b> in the course "Experimental psychology", Department of Psychology, Hebrew University of Jerusalem, Israel.	2006-12
<b>Teaching assistant</b> in the course "Experimental psychology", Department of Psychology, Hebrew University of Jerusalem, Israel.	2005-6

## Professional Development

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### Advanced Statistical Methods

<i>New statistics</i> (online course)	Dr. Daniel Lakens	2016
<i>Multi-level modeling</i> (course)	Dr. Ed Lemay	2016
<i>Multi-level modeling</i> (mini-course)	Dr. Gilad Chen	2016
<i>Multi-level modeling</i> (workshop)	Dr. Elizabeth Page-Gould	2016
<i>Open science &amp; preregistration</i> (workshop)	Dr. Erica Baranski	2016
<i>Bayesian Statistics</i> (workshop)	Dr. Michael Dougherty	2015
<i>Mediation and moderation</i> (workshop)	Dr. Andrew Hayes	2011
<i>Meta-analysis</i> (workshop)	Dr. Michael Borenstein	2011
<i>Signal detection theory</i>	Dr. Ram Frost	2009

### Statistical and Programming Software

R	Dr. Avi Kluger	2019
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EXCEL, SPSS, JASP

DirectRT & MediaLab

MATLAB & PYTHON

QUALTRICS

### **Experimental methods**

Goal-pursuit and motivation paradigms

Decision-making paradigms

Subliminal stimulation, Continuous Flash Suppression

Eye-tracking

### **Professional Affiliation**

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Ad hoc Reviewer for <i>Affective Science</i>	2020-now
Ad hoc Reviewer for <i>Review of General Psychology</i>	2019-now
Ad hoc Reviewer for <i>Organizational Behavior and Human Decision Processes</i>	2016-now
Ad hoc Reviewer for <i>Social Cognition</i>	2016-now
Ad hoc Reviewer for <i>Personality and Individual Differences</i>	2016-now
Association for Psychological Science	2015-now
Society for Personality and Social Psychology	2011-now

### **Related Professional Experience**

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<b>National Institute for Testing and Evaluating</b> , Jerusalem, Israel. Writing and reviewing questions for the entrance test for advanced degrees in psychology.	2009-12
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