

Maxim Milyavsky

Faculty of Business Administration
Ono Academic College
Tzahal St 104, Kiryat Ono, Israel

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[Personal website](#)

Education

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| Postdoctoral researcher in Motivated Cognition Lab University of Maryland, College Park Advisor: Prof. Arie Kruglanski | 2013-17 |
| Ph.D. (“Direct” program), Social Psychology , 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 |
| M.A. in Psychology, specialization in Cognitive Psychology , <i>magna cum laude</i> Hebrew University of Jerusalem, Jerusalem, Israel | 2003-5 |
| B.A. in Psychology and Cognitive Science , <i>magna cum laude</i> Hebrew University of Jerusalem, Jerusalem, Israel | 2000-3 |

Publications

(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. Impact Factor: 3.4.

Ref, O., Hu, S., **Milyavsky, M.**, Feldman, N. E., & Shapira, Z. (2024). Motivation and Ability: Unpacking Underperforming Firms’ Risk Taking. *Organization Science* (online). Impact Factor: 4.9.

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: 7.2. 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: 2.8. 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: 7.2 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: 3.4. 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: 2.9. 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: 5.1. 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: 3.4. 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: 2.5 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: 3.4. 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: 7.2.

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: 7.2. 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: 16.6. Citations: 5

Manuscripts Under Review

Ref, O., **Milyavsky, M.**, Keil, T. Setting Forward-Looking Aspiration Levels: Performance, Expectations, And Motivation.

Manuscripts in Preparation

Milyavsky, M. & Ref, O. Performance feedback and the direction of search: Choosing between Self-reliant versus assistance-reliant means.

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.

Presentations

Milyavsky, M., Kruglanski, A., Gelfand, M., & Chernikova, M., Ellenberg, M., Pierro, A. People Who Need People (and Some Who Don't): On Compensatory Personal and Social Means of Goal Pursuit. Talk at the Seminar of the Faculty of Data and Decision Sciences, Technion, Israel. 2024

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

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| Milyavsky, M., Gvili, Y., Rechter, E. Itzhakov, G. Advice Seeking: Advisor Social Status as a Cue for Competence in Advisor Choice. <u>Industrial and Organizational Behavior Conference</u> , 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. <u>Talk at the Colloquium of the Faculty of Management</u> , 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. <u>Talk at the OAC Faculty of Business Administration Conference</u> , Eilat, Israel. | 2022 |
| Milyavsky, M. Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. <u>Talk at the Colloquium of the Faculty of Management</u> , 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. <u>Talk at Israeli Organizational Behavior Conference</u> , 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. <u>Talk at the Colloquium of the Social Psychology Department</u> , 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. <u>Talk at the Colloquium of the Faculty of Management</u> , 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. <u>Talk at the Workshop on Financial Decision-making</u> , 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. <u>Poster Session of Annual Convention of the Association of Psychological Science</u> , 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. <u>Talk at the Conference of the Society for the Studies of Motivation</u> , 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. <u>Talk at the Conference on Affective and Behavioral Regulatory Processes</u> , New Brunswick, NJ, USA. | 2017 |
| Milyavsky, M., Kruglanski, A. The Asymmetry of Arrogance. <u>Poster Session of Annual Convention of the Association of Psychological Science</u> , Chicago, IL, USA. | 2016 |
| Milyavsky, M., Kruglanski, A. The Asymmetry of Arrogance. <u>Poster Session of Annual Convention for the Society for Personality and Social Psychology</u> , San Diego, CA, USA. | 2016 |
| Milyavsky, M., Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. <u>Poster Session at the Annual Meeting of SPSP</u> , Long Beach, CA, USA. | 2015 |
| Milyavsky, M., Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. <u>Talk at the Annual Convention of the Association of Psychological Science</u> , New York, NY, USA. | 2015 |
| Milyavsky, M., Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. <u>Talk at the Conference on Intellectual Humility</u> , Catalina, CA, USA. | 2015 |

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| Milyavsky, M., Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. <u>Poster Session of Conference on Intellectual Humility, St. Louis, MO, USA.</u> | 2014 |
| Pica, G., Milyavsky, M., Kruglanski, A. Motivational Underpinnings of Intellectual Humility. <u>Poster Session of Conference on Intellectual Humility, St. Louis, MO, USA.</u> | 2014 |
| Milyavsky, M., 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 |
| Milyavsky, M., 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 |
| Milyavsky, M., 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 |
| Milyavsky, M., 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 |
| Milyavsky, M., 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., & Milyavsky, M. 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., & Milyavsky, M. 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, "Sturman Travel Award" | \$1500 | 2011 |
| Hebrew University, Faculty of Social Sciences, "Doctoral Students Travel Award" | \$1000 | 2010 |
| Research grant for excellent PhD students from the Israel Foundations Trustees | \$10,000 | 2010-12 |
| Hebrew University, Faculty of Social Sciences, "The President's Scholarship" | \$40,000 | 2008-12 |
| Hebrew University, Psychology Department, "Direct" PhD scholarship | \$18,000 | 2004-7 |
| Hebrew University, Faculty of Social Sciences, Dean's List of Excellence | | 2003 |
| Hebrew University, Faculty of Social Sciences, Dean's List of Excellence | | 2001 |

Research Experience

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

Teaching Experience

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

Professional Development

Advanced Statistical Methods

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| <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 & 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

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| R | Dr. Avi Kluger | 2019 |
| 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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| National Institute for Testing and Evaluating , Jerusalem, Israel. Writing and reviewing questions for the entrance test for advanced degrees in psychology. | 2009-12 |
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