

Maxim Milyavsky

Faculty of Business Administration
Ono Academic College
1 Academic Ave., Kiryat Ono 55000, Israel

E-mail: maxim.m@ono.ac.il
[Personal website](#)

Education

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. <u>SPUDM</u> , Vienna, Austria.	2023
Milyavsky, M. Advice versus Opinion: The Effect of Helping Intentions of the Information Source on Advice-taking. <u>Talk at the Conference on Marketing Health</u> , 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. <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
Milyavsky, M., Schori-Eyal, N., Kruglanski, A. Perception of Arrogance. <u>Poster Session of Conference on Intellectual Humility</u> , St. Louis, MO, USA.	2014
Pica, G., Milyavsky, M., Kruglanski, A. Motivational Underpinnings of Intellectual Humility. <u>Poster Session of Conference on Intellectual Humility</u> , St. Louis, MO, USA.	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</u> , Jerusalem, Israel.	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</u> , Jerusalem, Israel.	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</u> , San Diego, CA, USA.	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</u> , Jerusalem, Israel.	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</u> , San Antonio, TX, USA.	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)</u> , Warsaw, Poland.	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</u> , Long Beach, CA, USA.	2007

Grants and Awards

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

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

Teaching Experience

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

<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

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

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

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