

## Yael Shani-Feinstein

Phone: +972-54-250-1743 | Email: yael.shani@ono.ac.il

### ACADEMIC POSITIONS

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Lecturer (faculty member) of Marketing, School of Business Administration, Ono Academic College, Israel. 2021-present

### EDUCATION

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**Ph.D.**, Industrial Engineering and Management, 2021  
Industrial Engineering and Management Department, Ben-Gurion University, Israel  
Thesis: "The Influence of Movement and Uncontrolled Dynamics on Decision Making"  
Supervisors: Prof. Arieh Gavious and Prof. Jacob Goldenberg.

**M.Sc.**, Industrial Engineering and Management, 2009  
Industrial Engineering and Management Department, Ben-Gurion University, Israel

**B.Sc.**, (*Summa cum laude, first in class out of 190*), Industrial Engineering and Management, 2004  
Industrial Engineering and Management Department, Ben-Gurion University, Israel

**East Asian Studies** (*Summa cum laude*) as part of a dual-disciplinary BA degree, 2010  
The Department of East Asian Studies, Tel-Aviv University, Israel

### RESEARCH INTERESTS

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Consumer Behavior  
Judgment and Decision Making  
Consumer Risk preferences  
Customer monetization and profitability

### PUBLICATIONS

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Shani-Feinstein, Yael\*, Ellie J. Kyung, \* and Jacob Goldenberg. "Moving, Fast or Slow: How Perceived Speed Influences Mental Representation and Decision Making." *Journal of Consumer Research*, 49, no. 3 (2022): 520-542.

\* Denotes joint first authorship.

Gavious, Arieh, Shlomo Mizrahi, Yael Shani, and Yizhaq Minchuk. "The Costs of Industrial Accidents for the Organization: Developing Methods and Tools for Evaluation and Cost-Benefit

Analysis of Investment in Safety." *Journal of Loss Prevention in the Process Industries* 22, no. 4 (2009): 434-438.

## **WORKING PAPERS**

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Shani-Feinstein, Yael, Ellie J. Kyung, Jacob Goldenberg, and Arie Gavious, "The Effect of Speed on Risk Preferences".

## **RESEARCH IN PROGRESS**

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Shani-Feinstein, Yael, Asael Sklar, and Jacob Goldenberg, "The spillover Effect of Visual Backgrounds on Perception of the Speaker."

Shani-Feinstein, Yael, Ellie J. Kyung, and Jacob Goldenberg, "Effect of Mental Representations on Perception of Speed."

Shani-Feinstein, Yael, Ellie J. Kyung, Jacob Goldenberg, and Arie Gavious, "Consumer Behavior in Traffic Congestion."

Shani-Feinstein, Yael, Jacob Goldenberg, and Arie Gavious, "Rationality While Moving."

## **GRANTS AND AWARDS**

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- *Marketing Science Institute*: Award for proposal "The Influence of Movement on Decision Making" (2016)
- *Department Scholarship*: Awarded four years of doctoral study at Ben-Gurion University (2015-2019)
- *Department Scholarship*: Awarded two years of master's study at Ben-Gurion University (2007-2009)
- *Suzan Zalotovski Scholarship*: Awarded four years of undergraduate studies at Ben-Gurion University (2001-2004)
- *Certificate of Excellence for Exceptional Academic Achievement*: Awarded two years of undergraduate studies at Ben-Gurion University (2002-2003).

## **PRESENTATIONS**

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(\*denotes presenting author)

Kyung, Ellie J., Yael Shani-Feinstein,\* and Jacob Goldenberg (2019), "Slow and Steady versus Fast and Furious: The Effect of Speed on Decision Making," The Society for Judgment and Decision Making Conference, Montreal, Canada.

Kyung, Ellie J.\*, Yael Shani-Feinstein, and Jacob Goldenberg (2018), "Slow and Steady versus Fast and Furious: The Effect of Speed on Decision Making," Association for Consumer Research, Dallas, TX.

- *Role of Session-Chair in this conference.*

Kyung, Ellie J., Yael Shani-Feinstein,\* and Jacob Goldenberg (2018), "Slow and Steady versus Fast and Furious: The Effect of Speed on Decision Making," Behavioral Decision Research in Management Conference, Harvard Business School, Boston, MA.

Kyung, Ellie J., Yael Shani-Feinstein,\* and Jacob Goldenberg (2018), "Slow and Steady versus Fast and Furious: The Effect of Speed on Decision Making," Invited presentation at Dartmouth College, Tuck School of Business.

Kyung, Ellie J., Yael Shani-Feinstein,\* and Jacob Goldenberg (2017), "Slow and Steady versus Fast and Furious: The Effect of Speed on Decision Making," Blitz session, 17<sup>th</sup> Marketing in Israel Conference, Tel Aviv University, Israel.

## TEACHING EXPERIENCE

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### Courses Taught

- Maximizing Customer Profitability (BA), *Ono Academic College* (2022-present)
- Introduction to R (Thesis), *Ono Academic College* (2023-present)
- Customer Relationship Management and Monetization (BA courses taught in Hebrew and in English) *Runi*, (2017-present)
- Auctions in Advertising (BA), *Ono Academic College* (2017-2021)
- Introduction to Game Theory (MBA), *Ono Academic College* (2017-present)
- Production and Scheduling (BSc), *Shenkar College* (2008-2013)
- Simulation Methods (BSc), *College of Judea and Samaria* (2005-2007)

### Teaching Assistant

- Systematic Creativity. Teacher: Prof. Jacob Goldenberg (MBA), *IDC*, (2020 - 2021)
- Strategic Customer Management. Teacher: Prof. Bark Libai (MBA), *IDC*, (2019 - 2020)
- Empirical Research in Marketing. Teacher: Prof. Jacob Goldenberg (PhD), *IDC*, (2017)
- Marketing Communication in the New Era (MBA). Teacher: Ms. Michal Hameiri, *IDC*, (2016-2021)
- Introduction to Game Theory. Teacher: Prof. Arie Gavious (MBA), *Ono Academic College*, (2010-2020)
- Simulation Methods. Teacher: Dr. Amir Elalouf (BSc), *Ben-Gurion University*, (2007-2009)

### Research Assistant

- "Customer Equity Distribution" research project with Prof. Barak Libai (2019)  
Located data sources for the purpose of measuring inequality in consumption, and conducted data analysis, *IDC*.
- European BMI (Business Model Innovation) Proposal (2014)  
Organized the Marketing Department's part of the proposal and coordinated with the European committee, *IDC*.
- Manof Project (2008-2011)  
Developed a mathematical tool for assessing the actual costs of an accident in a factory, *Ben-Gurion University*.

## **INDUSTRY EXPERIENCE**

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MERCANTILE - DISCOUNT BANK, ISRAEL. Banking Securities Product Manager and IE Project Manager	2004-2006
NIRAM GITAN GROUP, ISRAEL. Consultant for CRM and Business Processes	2003-2004

## **SERVICE TO THE FIELD**

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- Conference Reviewer: *Society for Consumer Psychology*
- *Journal of Consumer Research*: Trainee Reviewer program (2018)
- PhD Seminar Coordinator, *IDC* (2017)
- Undergraduate Student Advisor, *Tel-Aviv University* (2012)

## **PROFESSIONAL AFFILIATIONS**

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- The Society for Judgment and Decision Making
- Association for Consumer Research
- Association for Psychological Science