

Gary Bornstein

Curriculum Vitae (Last updated July 2007)

CONTACT INFORMATION

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EDUCATION

1979 B.A Psychology, The Hebrew University of Jerusalem,

1983 Ph.D. Social Psychology, The University of North Carolina at Chapel Hill.

CURRENT POSITION

2005- 2008 Chair, Department of Psychology, the Hebrew University of Jerusalem.

2004 Professor of Psychology, the Hebrew University of Jerusalem.

PREVIOUS POSITIONS

1997 Visiting Scholar, Center for Research in Experimental Economics and political Decision making, University of Amsterdam.

1996 Associate Professor, the Hebrew University of Jerusalem.

1990 Senior Lecturer, the Hebrew University of Jerusalem.

1989 Visiting Scholar, Department of Psychology, University of North Carolina

1985 Lecturer, the Hebrew University of Jerusalem.

OTHER ACTIVITIES

1998-2002 Editorial Board: Journal of Personality and Social Psychology

1996-1999 Editorial Board: European Journal of Social Psychology .

1999 Chairman of Organizing Committee: The 8th International Conference on Social Dilemmas. Zichron-Yaakov, Israel.

RESEARCH GRANT

2005-2007 National Institute for Psychobiology: "The Molecular Genetic Architecture of Prosocial Behavior: Polymorphisms and Individual Differences, Using a Multimethod Approach including Laboratory Games" (with Richard Ebstein and Ariel Knafo).

2005-2008 Israel Science Foundation: "The Evolution of Solidarity Mechanisms in Intergroup Conflicts".

2004-2007 United States- Israel Binational Science Foundation: "Cooperation under Uncertainty" (with Amnon Rapoport).

2001-2005 Israel Science Foundation: "Varying the Decision-Makers in Strategic Games: Noncooperative Groups, Unitary Teams, and Individuals".

1998-2003 European Commission: "The European Network for the Development of Experimental Economics and its Applications to Research on Institutions and Individual Decision Making" (with Eyal Winter & Shmuel Zamir).

1997-2000 Israel Science Foundation: "Cooperation and Competition in Intergroup Conflict"(with Shmuel Zamir).

1994-1996 Israel Science Foundation: "Team games: Theoretical Analyses and Experiments" (with Eyal Winter).

1994-1996 Israel Foundation Trustees: "Repeated Interaction in the Intergroup Prisoner's Dilemma Game".

1990-1992 Israel Foundation Trustees: "Intergroup Conflicts Over Public Goods".

1986-1988 Israel Foundation Trustees: "The Provision of Public Goods in Intergroup Conflicts" (with Amnon Rapoport).

PUBLICATIONS

Bornstein, G., Crum, L., Wittenbraker, J., Harring, K., Insko, C.A., & Thibaut, J. (1983). On the measurement of social orientations in the minimal group paradigm. *European Journal of Social Psychology*, 13, 321-350.

Bornstein, G., Crum, L., Wittenbraker, J., Harring, K., Insko, C.A., & Thibaut, J. (1983). Reply to Turner's comments. *European Journal of Social Psychology*, 13, 369-382.

Rapoport, A. & Bornstein, G. (1987). Intergroup competition for the provision of binary public goods. *Psychological Review*, 94, 291-299.

Bornstein, G. & Rapoport, A. (1988). Intergroup competition for the provision of step-level public goods: Effects of preplay communication. *European Journal of Social Psychology*, 18, 125-142.

Bornstein, G., & Crum, L. (1988). The use and interpretation of the Tajfel matrices in minimal group research: A critical examination. *Representative Research in Social Psychology*, 2, 25-34.

Rapoport, A., Bornstein, G., & Erev, I. (1989). Intergroup competition for public goods: Effects of unequal resources and relative group size. *Journal of Personality and Social Psychology*, 56, 748-756.

Bornstein, G., Rapoport, A., Kerpel, L., & Katz, T. (1989). Within and between group communication in intergroup competition for public goods. *Journal of Experimental Social Psychology*, 25, 422-436.

Rapoport, A. & Bornstein, G. (1989). Solving public goods problems in competition between equal and unequal size groups. *Journal of Conflict Resolution*, 33, 460-479.

Bornstein, G., Erev, I., & Rosen, O. (1990). Intergroup competition as a structural solution to social dilemmas. *Social Behavior*, 5, 247-260.

Bornstein, G. (1992). The free rider problem in intergroup conflicts over step-level and continuous public goods. *Journal of Personality and Social Psychology*, 62, 597-606.

Bornstein, G. (1992). Group decision and individual choice in intergroup competition for public goods. In W. B. W. Liebrand, D. M. Messick, & H. A. M. Wilke (Eds.), *A social psychological approach to social dilemmas*. New York: Pergamon Press.

Insko, C. A., Schopler, J., Drigotas, S. M., Graetz, K. A., Kennedy, J., Cox, C., & Bornstein G. (1993). The role of communication in interindividual-intergroup discontinuity. *Journal of Conflict Resolution*, 37, 108-138.

Erev, I., Bornstein, G., & Wallsten, T. S. (1993). The negative effect of probability assessments on decision quality. *Organizational Behavior and Human Decision Processes*, 55, 78-94.

Erev, I., Bornstein, G., & Galili, R. (1993). Constructive intergroup competition as a solution to the free rider problem: A field experiment. *Journal of Experimental Social Psychology*, 29, 463-478.

Bornstein, G., & Ben-Yossef, M. (1994). Cooperation in intergroup and single-group social dilemmas. *Journal of Experimental Social Psychology*, 30, 52-67.

Insko, C., Schopler, J., Graetz, K., Drigotas, S., Currey, D., Smith, S., Brazil, D., & Bornstein, G. (1994). Interindividual-intergroup discontinuity in the Prisoner's Dilemma Game. *Journal of Conflict Resolution*, 38, 87-116.

Bornstein, G., & Erev, I. (1994). The enhancing effect of intergroup competition on group performance. *International Journal of Conflict Management*, 5, 271-284.

Bornstein, G., & Erev, I. (1994). The enhancing effect of intergroup competition on group performance. In C. De Dreu, & E. Van de Vliet. (Eds.), (1997), *Using conflict in organizations*. London: Sage. (reprinted from International Journal of Conflict Management, 5, 271-284).

Bornstein, G., Erev, I., & Goren, H. (1994). The effect of repeated play in the IPG and IPD team games. *Journal of Conflict Resolution*, 38, 690-707.

Bornstein, G., Mingelgrin, D. & Rutte, C. (1996). The effect of within-group communication on group decision and individual choice in the Assurance and Chicken team games. *Journal of Conflict Resolution*, 40, 486-501.

Bornstein, G., Winter, E., & Goren, H. (1996). Experimental study of repeated team games. *European Journal of Political Economy*, 12, 629-639.

Bornstein, G., Winter, E., & Goren, H. (1996). Cooperation in intergroup and single-group Prisoner's Dilemma games. In W. Albers, W. Guth, B. Moldovano, & E. van Damme (Eds.) *Understanding strategic interaction: Essays in honor of Reinhard Selten*. Berlin: Springer.

Wilke, M., Rutte, C., & Bornstein, G. (1996). Reduction of environmental uncertainty as a public good. In W. B. W. Liebrand, & D. M. Messick (Eds.), *Frontiers in social dilemmas research*. Berlin: Springer.

Bornstein, G., Budescue, D., & Zamir, S. (1997). Cooperation in intergroup, two-person, and n-person games of Chicken. *Journal of Conflict Resolution*, 41, 384-406.

Bornstein, G., & Yaniv, I. (1998). Individual and group behavior in the ultimatum game: Are groups more "rational" players? *Experimental Economics*, 1, 101-108.

Goren, H., & Bornstein, G. (1999). Reciprocation and learning in the Intergroup Prisoner's Dilemma game. In D. Budescue, I. Erev, & R. Zwick (Eds.), *Games and human behavior: Essays in honor of Amnon Rapoport*. Mahwah, NJ: Lawrence Erlbaum.

- Goren, H., & Bornstein, G. (2000). The effects of intra-group communication on intergroup cooperation in the repeated Intergroup Prisoner's Dilemma game. *Journal of Conflict Resolution*, 44, 700-719.
- Bornstein, G., & Gneezy U. (2002). Price competition between teams. *Experimental Economics*, 5, 29-38.
- Bornstein, G., Gneezy, U., & Nagel, R. (2002). The effect of intergroup competition on intragroup coordination: An experimental study. *Games and Economic Behavior*, 41, 1-25.
- Bornstein, G. (2002). The Intergroup Prisoner's Dilemma game as a model of intergroup conflict. Invited state-of-the-art chapter. In L. Backman & C. von Hofsten (Eds.), *Psychology at the turn of the millennium: Social, developmental and clinical perspectives*. Psychology Press.
- Bornstein, G. (2003). Intergroup conflict: Individual, group, and collective interests. *Personality and Social Psychology Review*, 7, 129-145.
- Bornstein, G. & Gilula, Z. (2003). The effect of between-group communication on conflict resolution in the intergroup Assurance and Chicken games. *Journal of Conflict Resolution*, 47, 326-339.
- Bornstein, G., Kugler, T., & Ziegelmeyer, A. (2004). Individual and group behavior in the Centipede game: Are groups more “rational” players? *Journal of Experimental Social Psychology*, 40, 599-605.
- Bornstein, G. (2004). Cooperation in intergroup and single-group social dilemmas. Invited lead chapter. In R. Suleiman, D. V. Budescu, I. Fischer, & D. Messick. (Eds.), *Contemporary psychological research on social dilemmas*. Cambridge: Cambridge University Press .
- Bornstein, G., Schram, A., & Sonnemans, J. (2004). Do democracies breed chickens? In R. Suleiman, D. V. Budescu, I. Fischer, & D. Messick. (Eds.), *Contemporary psychological research on social dilemmas*. Cambridge: Cambridge University Press.
- Bornstein, G., Kugler, T., & Zamir, S. (2005). One team must win, the other need only not lose: An experimental study of an asymmetric participation game. *Journal of Behavioral Decision Making*, 18, 111-123.
- 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.
- Ben-Shakhar, G., Bornstein, G., Hopfensitz, A. & van Winden, F. (2007). Reciprocity and emotions: Arousal, self-reports, and expectations. *Journal of Economic Psychology*, 28, 314-323.

Bornstein, G., Budescu, D., Kugler, T., & Selten, R. (in press). Repeated price competition between individuals and between teams. *Journal of Economic Behavior and Organization*.

Kugler, T., Bornstein, G., Kocher, M. G., & Sutter, M. (in press). A trust game between individuals and groups: Groups are less trusting than individuals but just as trustworthy. *Journal of Economic Psychology*.

Bornstein G., A classification of games by player type. (in press). In A. Biel, D. Eek, T. Gärling, & M. Gustafsson (Eds.), *New issues and paradigms in research on social dilemmas*. Springer Verlag.

Knafo, A., Israel, S., Bachner-Melman, R., Cohen, L., Feldman, E., Lerer, E., Laiba, E., Raz, Y., Nemanov, L., Gritsenko, I., Dina, C., Agam, G., Belmaker, R. H., Bornstein, G., & Ebstein, R. Individual differences in economic game playing and post-mortem hippocampal mRNA levels are correlated with length of the arginine vasopressin 1a receptor (AVPR1a) RS3 promoter-region repeat. (in press). *Genes, Brain and Behavior*.

SELECTED LECTURES IN SCIENTIFIC CONFERENCES:

Bornstein, G. (1986, May). *Public goods provision in intergroup conflict*. 1st Israeli Conference on Judgment and Decision. Jerusalem, Israel.

Bornstein, G. (1986, July). *Provision of public goods in intergroup conflicts*. 21st International Congress of Applied Psychology. Jerusalem, Israel.

Bornstein, G. (1987, June). *Effects of communication on public goods provision in intergroup conflicts*. 2nd Israeli Conference on Judgment and Decision. Haifa, Israel.

Bornstein, G. (1988, July). *Within and between group communication in intergroup competition for public goods*. 3rd International Conference on Social Dilemmas. Groningen, The Netherlands.

Bornstein, G. (1989, March). *Solving intragroup conflicts in intergroup competitions over step-level and continuous public goods*. 4th International Conference on Social Dilemmas. Sapporo, Japan.

Bornstein, G. (1991, September). *The free rider problem in intergroup conflicts*. 3rd International Conference on Social Value Orientations in Interpersonal and Intergroup Relations. Leuven, Belgium.

Bornstein, G. (1992, July). *Team games*. 5th International Conference on Social Dilemmas. Bielefeld, Germany.

Bornstein, G. (1992, July). *Cooperation in intergroup and intragroup social dilemmas*. SESP - EAESP Joint Meeting. Leuven, Belgium.

- Bornstein, G. (1992, July). *Team games as models of intergroup conflicts*. 25th International Congress of Psychology. Brussels, Belgium.
- Bornstein, G. (1993, July). *Cooperation in intergroup dilemmas*. 4th International Conference on Social Value Orientations in Interpersonal and Intergroup Relations. Nags Head, Florida.
- Bornstein, G. (1993, July). *Cooperation in intergroup and single-group social dilemmas*. Workshop on Experimental Game Theory. Stony Brook, New York.
- Bornstein, G. (1994, April). *Interdependence in intergroup conflicts*. Small Group Meeting on Interdependence and Interaction. The European Association of Experimental Social Psychology. Amsterdam, the Netherlands.
- Bornstein, G. (1995, June). *Cooperation between individuals and between groups in a repeated game of Chicken*. 6th International Conference on Social Dilemmas. Wassenaar, The Netherlands.
- Bornstein, G. (1996, August). *Team games*. Workshop on Games and Behavior. Chapel Hill, North Carolina.
- Bornstein, G. (1997, July). *Problems of public goods provision with a strategic threshold*. 7th International Conference on Social Dilemmas. Cairns, Australia.
- Bornstein, G. (1999, July). *Price competition between teams*. 8th International Conference on Social Dilemmas. Zichron-Yaakov, Israel.
- Bornstein, G. (2000, July). *Intergroup conflict*. **Invited state-of-the-art lecture**. 27th International Congress of Psychology. Stockholm, Sweden.
- Bornstein, G. (2001, June). *Individual and groups as players in strategic games*. 9th International Conference on Social Dilemmas. Chicago, Illinois.
- Bornstein, G. (2002, May). *Individual and groups as players in strategic games*. Inter-university Center for Social Science Theory and Methodology. University of Groningen, The Netherlands.
- Bornstein, G. (2002, June). *Individuals, unitary teams, and non-cooperative groups as players in strategic games*. 13th General meeting of the European Association for Experimental Social Psychology. San Sebastian. Spain.
- Bornstein, G. (2003, August). *Individual and group decisions in strategic games*. 10th International Conference on Social Dilemmas. Marstrand, Sweden.
- Bornstein, G. (2004, June). *Rationality and bias in intergroup conflict*. **Invited keynote lecture**. 7th Jena Workshop on Intergroup Processes. Jena, Germany.
- Bornstein, G. (2004, August). *Cooperation under uncertainty*. Invited Symposium on Interdependent Decision-Making. 28th International Congress of Psychology. Beijing, China.

Bornstein, G. (2005, July). *Cooperation behind the veil of ignorance*. 11th International Conference on Social Dilemmas. Krakow, Poland.

Bornstein, G. (2007, June). *The effect of punishment on cooperation in a repeated public good game with privately known endowments*. ESA 2007 World Meeting. Rome, Italy.