

# Eran Magen - C.V.

Eran Magen  
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## Current Position

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### 2008-Current

University of Pennsylvania

### Robert Wood Johnson Health & Society Scholar

- Faculty level appointment.
- Research in population health.

## Education

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### 2008

Stanford University

### Ph.D. in Psychology

Concentration: Affective science.

### 2007

Stanford University

### M.A. in Education

Concentration: Learning processes, educational policy.

### 1997

University of Ben-Gurion, Israel

### B.A. in Behavioral Sciences and Business Administration

Completed at age 18.

## Awards and Honors

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### 2008

Russell Sage Foundation

### Small Grants in Behavioral Economics

Project: The "Hidden Zero" Effect (see Magen, Dweck, & Gross, 2008)

### 2008

University of Pennsylvania

### Robert Wood Johnson Health and Society Scholar

### 2007

Stanford University

### Norman H. Anderson Research Award

Project: Supportive interactions.

### 2006

Stanford University

### Fellow – Stanford Summer School in Neuroeconomics

Sponsored by NSF and NIA.

### 2006

Massachusetts General Hospital

### Visiting Fellowship Program in Functional MRI

Sponsored by the American Psychological Association.

### 2005

Society for Judgment & Decision Making, Annual Conference

### Student Poster Award (1<sup>st</sup> place)

### 2005

Stanford University

### Norman H. Anderson Research Award

Project: Modeling decision-making in the face of temptation.

### 2004

Mind and Life Institute

### Fellow – Summer Research Institute

### 2003-Current

Stanford University

### Graduate Fellowship

Full tuition and stipend.

### 1995

Israeli Defense Force (IDF)

### 'Atuda' - IDF Academic Excellence Program

# Eran Magen - C.V.

**1995**  
Ben-Gurion University, Israel

**Undergraduate Scholarly Excellence Award**  
Full tuition.

**1992**  
'Ramat' Project,  
Ministry of Education, Israel

**Accelerated High School Studies**  
Completed high school studies at age 16.

## **Publications, Presentations and Invited Talks**

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- 2008** **Magen, Eran**, Dweck, Carol & Gross, James, J. (2008) The hidden zero effect: Representing a single choice as an extended sequence reduces impulsive choice. *Psychological Science*, 19(7), 648-649.
- 2008** Newman, Frank M., **Magen, Eran** & Gross, James J. (*in prep*) I think I can't, I think I can: Novel incentive structure protects against low self-efficacy.
- 2008** **Magen, Eran** & Gross, James J. (*in press*) The Cybernetic Process Model of Self-Control: Situation- and Person-Specific Considerations. In R. H. Hoyle (Ed.), *Handbook of personality and self-regulation*. New York: Blackwell Publishing.
- 2008** **Magen, Eran** & Gross, James J. (*in press*) Getting Our Act Together: Toward a General Model of Self-Control. In R. Hassin, K. Ochsner & Y. Trope (Eds.), *Self control in society, mind, and brain*.
- 2007** **Magen, Eran** & Gross, James J. (2007) Harnessing the Need for Immediate Gratification: Cognitive Reappraisal Modulates the Reward Value of Temptations. *Emotion*, 2(7), 415-428.
- 2007** **The Long and Short of Temptations and Decision-Making**  
Society for Judgment & Decision Making, Annual Conference  
Poster presentation.
- 2007** **Getting Our Act Together: The Cybernetic Process Model of Self-Control**  
Society for Judgment & Decision Making, Annual Conference  
Poster presentation.
- 2007** **Peering Into Pandora's Box: A Quantitative Two-System Model of Self-Control.**  
Association for Psychological Science, Annual Convention  
Poster presentation.
- 2005** **Harnessing the Need for Immediate Gratification**  
Society for Personality and Social Psychology, Annual Conference  
Poster presentation.
- 2005** **TV or Not TV - Changing the Reward Value of Temptation Through Cognitive Reappraisal**  
Society for Judgment & Decision Making, Annual Conference  
Poster presentation.
- 2005** **Fighting Temptations: Harnessing the Need for Immediate Gratification**  
UC Berkeley  
Invited talk for the Stanford-Berkeley Talks in Personality and Social Psychology.

# Eran Magen - C.V.

## Community Service

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### **2005-Current**

The Bridge – Stanford's  
Peer Counseling Center

### **Peer Counselor and Member of Advisory Board**

(Volunteer position)

### **2006-Current**

Stanford University  
Department of Psychology

### **Member of Human Subjects Committee**

### **2005-2007**

Palo Alto Red Cross Chapter

### **CPR/First Aid Instructor**

(Volunteer position)

### **2005**

Stanford University  
Department of Psychology

### **Member of Graduate Admissions Committee**

### **2004-Current**

### **Volunteer – Habitat for Humanity (Bay Area)**

## Teaching Experience

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### **2007**

Stanford University  
Dept. of Psychology

### **Instructor: Temptations & Self-Control**

Independently designed and taught accredited seminar for undergraduate and graduate students.

### **2007**

Stanford University  
School of Education

### **Co-Instructor: Core Skills in Peer Counseling**

Designed and delivered lectures and exercises.  
Managed teaching assistants, who lead own sections.

### **2007**

Stanford University  
Dept. of Psychology

### **Teaching Assistant: Introduction to Memory and Learning**

Developed test materials.  
Assisted individual students with course material.

### **2006**

Stanford University  
School of Education

### **Teaching Assistant: Core Skills in Peer Counseling**

Demonstrated peer counseling skills in class.  
Led own sections.

### **2006-2008**

Stanford University  
Dept. of Psychology

### **Workshop Instructor: Data Management**

Designed and delivered workshop on advanced data management and quality assurance techniques.

### **2005**

Stanford University  
Dept. of Psychology

### **Teaching Assistant: Introduction to Cellular Neuroscience**

Developed test materials.  
Assisted individual students with course material.

### **2004-2005**

Stanford University  
Dept. of Psychology

### **Teaching Assistant: Introduction to Psychology**

Led own sections.  
Developed lecture material for the course.

### **2003-2004**

Stanford University  
Dept. of Psychology

### **M.A. Thesis Mentor**

Guided and supervised M.A. thesis work (see Publications section, manuscript in prep by Newman, Magen & Gross)

### **2002-2003**

Makor (affiliate of 92<sup>nd</sup> St. Y),  
JCC of Manhattan

### **Modern Hebrew Instructor**

Led classes at all levels of proficiency, ages 20-60.  
Developed original course content for all levels of proficiency.

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## Work Experience

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### 2001-2002

Bowery Residents' Committee  
(Non-profit)

### Homeless Outreach Specialist

- Built rapport and trust with service-resistant homeless clients in the Manhattan borough.
- Connected service-resistant homeless clients with basic social services (e.g. Medicare, drop-in centers).
- Accompanied and case-managed detoxification and rehabilitation for homeless clients.

### 1999-2001

Israeli Defense Force (IDF)

Liaison and Coordination of  
Governmental Activities with the  
Palestinian Authority

### Operations Officer (Lieutenant)

- Coordinated special projects, such as redesign of national and international terminals; facilitated secure transport of military and diplomatic VIPs.
- Created and implemented information management system for the collection, analysis, storage, retrieval, analysis and distribution of vital data.
- Created and delivered status reports for senior military and governmental officials.
- Led presentations and conducted tours for visiting foreign officials, international and local media.
- Trained field supervisors: Problem solving techniques, general computer skills, specialized software.

## Additional Information

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### Computer skills

Windows / Mac / UNIX, MS-Office (expert user), Stata, SPSS, E-Prime, Coldfusion, HTML, Flash, database management (MySQL, MS-Access), graphic softwares (PSP, GWS, PhotoShop), Web / Internet savvy.

### Languages

Fluent English and Hebrew  
Basic Spanish and Arabic

### Travel experience

Europe, Canada, Mexico, Israel, Jordan, Lebanon, India, Laos, Thailand

### Hobbies / Additional activities

Guitar, percussion, Argentine tango, hiking, martial arts, free hugs, saving the world.