SHMUEL ELLIS

Coller School of Management, Tel Aviv University
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Education

1968 - 1971:	B.A. in Psychology and Sociology, Tel Aviv University
1971 - 1975:	M.A. in Social Psychology, Tel Aviv University (Cum Laude)
1981 - 1985:	Ph.D. in Social Psychology, Tel Aviv University.

Academic and Professional Experience

Academic Experience

1971 – 1976:	Research and teaching assistant, Department of Psychology, Tel Aviv University.
1987 – 1990:	Teaching Fellow with a Rank of a Lecturer, Coller (formerly, Recanati) School of Management, Tel Aviv University.
1990 – 1992:	Visiting Assistant Professor of Management, Sloan School of Management, Massachusetts Institute of Technology (MIT).
1992 – 1998:	Lecturer, Coller (formerly, Recanati) School of Management, Tel Aviv University.
1995:	Visiting Professor, College of Business Administration, University of Hawaii at Manoa
1998 – 2005:	Senior Lecturer, Coller (formerly, Recanati) School of Management, Tel Aviv University.
2006 - 2012:	Associate Professor, Coller (formerly, Recanati) School of Management School, Tel Aviv University.
2006:	Visiting Scholar, Sloan School of Management, MIT
2012 - 2015:	Professor, Coller (formerly, Recanati) School of Management, Tel Aviv University.
2015 -	Professor Emeritus, Tel Aviv University
2015 - 2021	Professor, College of Management, Academic Studies, Rishon Le'Tsion

Professional Experience

1971 – 1972:	Professional Career Development Arm, Ministry of Labor.

1976 – 1977:	Israel Air Force: Training, Research and Development Branch.
1977 – 1980:	Co-founder and managing partner - Human Potential and Development Center: research, training and organizational consulting.
1980 – 1990:	Course developer and coordinator (social psychology, research methods, attitudes and persuasion processes, psychological tests), The Open University of Israel.
1999 – 2003:	Chair, Department of Undergraduate Management
1998 – 2004:	Academic Director, LAHAV, Top Executive Program Graduate School of Management, Tel Aviv University
1999 – 2009:	Academic Director, Organizational Consultants Program LAHAV, Coller (formerly, Recanati) School of Management, Tel Aviv University
2005 – 2009:	Member of supreme admission committee, Tel Aviv University
2007 – 2015:	Chair, Department of Undergraduate Management
2007 – 2008:	Member of the advisory committee of the Israel Strategy Conference
2010 – 2015:	Academic director of the MSc program: Organizational Behavior: Specialization in Organizational Consulting
2011 – 2012:	ISF grant review committee for Management Sciences
2011 – 2012:	Member of the advisory committee of the Israel Strategy Conference
2012 – 2014:	Adimap (Director)
2015 - 2017	Head, Department of Psychology, member of supreme promotions committee, College of Management, Academic Studies
2016 - 2017	Vice President for Academic Affairs, College of Management, Academic Studies
2017 -	Academic Consultant, College of Management, Academic Studies
2021 -	Chair, supreme promotion committee for professors in the professional track, High Education Council

Professional Activities

Editorial Board:	European Management Review (2012-2020)
Reviewer:	Journal of Applied Psychology, Human Relations, Journal of Applied Social Psychology, Managerial and Organization

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Cognition (AOM), Organization Science, Organization Studies, Journal of Management Studies, Learning and Individual Differences, Management Learning, European Management Review, Cross Cultural Management: an International Journal, Megamot, Hevra Urevacha, US-Israel Binational Science Foundation (BSF), German-Israel Foundation (GIF), Israel Science Foundation (ISF)

Awards and Grants

External Grants

2006	The Center for Complexity Science (with Y. Shavitt and S. Havlin) (100000$)
2008	Israel Science Foundation (with E. Segev and I. Drori) 112000_{NIS} for three years
2008	Israel Science Foundation (with A. Feigenbaum and I. Drori) 112000_{NIS} for two years
2010	Institute for Renewable Energy and the Environment University of Minnesota (with A. Marcus, S. Ellis, I. Drori, I. Sened) ($70,000)
2011	Israel Science Foundation 128700_{NIS} for two years
2017	MQ Research Development Grant with Crane, M.F., Kangas, M., Karin, E., Webster, K., & Searle, B.J. ($48,387)

Prizes

1976	Ben Gurion Research Award
1999	Managerial and Organizational Cognition Best Paper Award. Academy of Management Conference, Chicago, USA
2007	Strategic Management Society Best Paper Award, SMS conference, San Diego, USA
2012	European Management Review Best Paper Award for the year of 2011

Membership in Professional Societies

AOM - Academy of Management
EGOS - European Group for Organization Studies

Research Interests

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Organizational genealogies, imprinting and inheritance, entrepreneurial proclivity, start-ups culture, resilience, reflection interventions and learning from successes vs. failures.

Teaching Experience

Social Psychology, Organizational Behavior, Attitudes and Persuasion Processes, Elementary Statistics for Behavioral Sciences, Advanced Statistics for Behavioral Sciences, Group Dynamics, Learning and Knowledge Management in Organizations, Research Methods, The Evolution of the Hi-Tech Sector in Israel: Organizational Issues, Organizational Behavior – Macro Processes (Doctoral course), Organizational learning and reflection interventions.

Masters students supervised

Boneh, M. (1988). The effect of selecting job-content vs. job-context information on job attitudes: The role of self-ascribed epistemic authority.

Reles, M. (1989). The effect of self-ascribed epistemic authority and learned resourcefulness on help seeking under stress.

Boneh, G. (1989). Persuasion as a function of persuasive message relevancy to the persuader's power base.

Pinto, A. (1989). Moderating effects of personal cognitions on experienced and perceived sexual harassment of women at the workplace.

Gomel, R. (1989). The effect of task characteristics on task performance: The role of self-ascribed epistemic authority and self-efficacy.

Nagler, R. (1989). Selecting job-relevant information: A field study of the role of need for closure and prior preferences.

Reichardt, Y. (1989). Predicting accountants' whistle-blowing: Applying the reasoned action model.

Shofar, Y. (1990). The effect of work technology, control processes and personal knowledge on performance and job satisfaction: A LISREL analysis.

Gilboa, M. (1990). Job satisfaction and access to organizational internal information sources: Using information seeking perspective for analyzing the phenomenon.

Miller, M. (1990). Predicting intentions to whistle-blow according to the reasoned action model: Comparing students and accountants.

Rav-Nof, O. (1992). Integrity and deceptive behavior: The moderating effect of self-consciousness.

Rabin, A. (1992). Perceptions of right- and left-wing leaders by right- and left-wing constituencies: A SYMLOG analysis.

Arieli, S. (1993). Predicting intentions of soldiers and officers to report administrative and disciplinary infractions: Applying the reasoned action model.

Wiseman, O. (1995). Persuasion as a function of message-source relevancy, ego-involvement and self-ascribed epistemic authority gap.

Nir, M. (1995). Comparing the persuasive effectiveness of the visual and content aspects of advertising message: The moderating effect of level of attention.

Meidan-Gilad, N. (1996). Effects of organizational learning mechanisms on organizational effectiveness during planned change.

Klein, S. (1996). The relations between perceptions of uncertainty and managerial aspects of various projects.

Ben David, B. (1996). Feeling of uncertainty and the temporal dimension of the structural contingency theory.

Bar, I. (1996). Help seeking in the organizational context: The relationship between help seeking and job performance evaluations as moderated by task relevant expertise.

Daniel, I. (1996). The effect of drawing lessons from failed vs. successful events on individuals' mental models and performance in repetitive tasks.

Levi-Leible, I. (1996). The temporal relations between employees and their organizations: Implications on entrepreneurship and organizational commitment.

Linchevski, A. (1997). The predictive validity of the selection system of the OB program, Tel Aviv University.

Shpielberg, N. (2003). Organizational learning mechanisms and managers' perceived uncertainty in project organizations.

Braunstein, T. (1997). The predictive validity of the selection system of the accounting department, Tel Aviv University.

Gur, E. (1997). The effect of task characteristics (difficulty and urgency) and expertise gap on helping relations between technology users and developers.

Gal, L. (1997). The effect of Telem training method on learning, training satisfaction and job performance.

Getz, O. (1997). The effect of uncertainty, reflected in managers' cognitive maps, on the intensity of use of organizational learning mechanisms.

Zeidel, S. Employee turnover model in organization employing temporary workers and part time jobs.

Caridi, O. (1997). Characterizing the debriefing culture in organizations.

Rozenbaum, G. (1997). The impact of R&D project importance and the knowledge gap between users and developers on their helping relations and project's effectiveness.

Ron, L. (1977). The relations between recruitment and information sources, level of desired job and complexity of employees' mental models.

River, D. (1977). The predictive validity of the selection system of the undergraduate management department, Tel Aviv University.

Raz, S. (1988). Predicting the academic achievements of MBA students at Tel Aviv University.

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Bardin, O. (1988). The effect of the fit between individual's perceptions of him or herself, the supervisor, the workgroup and the organization on absences from work due to illness.

Rabina, I. (1988). The predictive validity of the selection system of the information systems program, Tel Aviv University.

Arielli O. (1988). The effect of learning culture and group cohesiveness on perceived effectiveness and self-efficacy of IDF's cadets.

Danai S. (1988). The relation between perceived uncertainty and preferred organizational structure.

Aloni-Zohar, M. (1999). Why don't we always learn from our experience?

Alfer, Y. (1999). The woman's image in managerial cartoons : A longitudinal study.

Ben Ami, T. (1999). The relations between managements and employees in "for profit" and "not for profit" organizations: Comparative analysis of "new workers' manuals".

Berman, K. (1999). The effect of help request content and nature relationship between help giver and help seeker on their preferred media type.

Yanai, I. (2000). Learning from successful and failed events: The mediating role of the learner's mental model.

Peleg, G. (2000). The relations between the organizational image of particular military units and individuals' motivation to serve in these units.

Rubin, Y. (2000). ERP and organizational learning: Review.

Lamash, J. (2000). The relationship between emotional and professional help and job performance: the moderating effect of expertise gap.

Shifman, I. (2000). Examining the evolution of employees-managements relations: Analysis of "new workers' manuals" in various organizations.

Shilo, Y. (2001). Assessing training effectiveness: From theory to practice.

Shraga, O. (2001), The effect of errors' criticality on exploration and exploitation behaviors in organizations.

Mendel, R. (2001). The psychological mechanism that triggers experiential learning: The mediating effect of affect.

Ben David, G. (2001). Information system: Characterizing the satisfied user.

Harsh, I. (2002). Help seeking and performance in organizations: The mediating effect of help seeking patterns and the moderating effect of expertise.

Zimerman, N. (2002). Perceived uncertainty and organizational learning: The mediating effect of the "need for organizational closure".

Shahar, S. (2002). Methods for knowledge measurement.

Shamash, L. (2004). The Effect of teams' ability to accurately evaluate their past performance on learning from experience.

Nadler, L. (2004). The impact of perceived criticality of errors on exploration and exploitation in high risk organizations.

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Katzir, M. (2004). Online asynchronous discussion groups as a tool for learning improvement: the mediating effect of personal involvement.

Yunesh, T. (2005). The effect of prediction of performance evaluation on learning from experience: the moderating effect of feedback.

Aviv, Y. (2005). The relations between organizational infrastructure, organizational performance and knowledge management.

Yegerman, L. (2005). The efeect of working teams on individuals' perceptions of the organization knowledge.

Yaary, D. (2005). Institutional and comparative development: A study on the development of modern Hebrew typography and branches of printing and publishing in Israel.

Rozen, S. (2005). Examining the relationship between the environment and executive role model structure according to Minzberg.

Rotman, A. (2005). Online discussions groups as a tool to improve learning: The mediated effect of social processes.

Paldi, Y. (2006). The relations between fear from success and learning from failed and successful situations.

Zur, S. (2006). A genealogical approach for the evolutionary analysis of the ICR sector in Israel.

Stirler, T. (2006). "A family of organizations": A genealogical analysis of Telrad and its impact on the development of the ICT sector in Israel.

Katzir, D. (2006). Habitual entrepreneurs in the Israeli high-tech industry: An integrative framework for entrepreneurial behavior.

Gazit, A. (2007). The genealogy of Comverse: Mapping, characterizing and analysis.

Zundelevich, G. (2007). "An organizational genealogy": Analysing the genealogy of Tadiran and its impact on the evolution of the ICT sector in Israel.

Neeman, O. (2007). Dynasties in the Israeli ICT sector: A genealogical analysis of RAD and its descendants∕

Uriel S. (2007). Collective Action and Knowledge Creation in Virtual Environments: The determinants of communication networks.

Sapir, A. (2007). The practices of the periphery: The role of technical writers in creating and transferring tacit knowledge.

Castle, E. (2007). Can filmed AERs of relevant others improve trainees' performance? The mediating and moderating role of self-efficacy

Sekely, G, (2006) Performance Improvement through observing filmed after-action-reviews, as means for reducing training costs in organizations.

Kamin, N. (2008). Everything remains in the family: Genealogical analysis of the ICT sector in Israel – the case of Fibronics.

Weiss, Y. Learning from success vs. failure: The moderating effect of type of AER and the moderating/mediating effect of self-efficacy.

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Fellous, Y. (2011). The fall of the structural contingency theory: The role of networks between researchers.

Tziperfal, S. (2011). The effect of after event reviews (AERs) of success and failure on performance improvement: The moderating effect of type of AER and the mediating effect of mood.

Raz, S. (2013). The effect of self-reflection and outcome feedback after failure or success on performance improvement.

Ben Or, D. (2013). The effect of feedback and reflection of performance improvement.

Gilad, A. (2014). Dynamics of cooperation between VC firms in Israel: Ethnographic study.

Levi, N. (2019). The effect of failed and successful experience on the odds of establishing a subsequent venture.

Doctoral students supervised

Geller, D. (2003). The relations between functional diversity, social networks and effectiveness of work teams: The mediating role of help seeking.

Brueller, N. (2008). Creation and capture of value in technology-grafting acquisition.

Stettner, U. (2011). The Performance Implications of Balancing Exploration and Exploitation within and across Governance Modes

Sagiv, T. (2011). Dynamics of Corporate Governance: Longitudinal Social Network Analysis of Ownership and Control Linkages in Israeli Business Corporations, 1992-2006.

Caspin, K. (2011). Balancing exploration and exploitation: The role of the firm's external environment and top management team (TMT) in achieving superior performance.

Sapir, A. (2012). The commercialization of academic science in Israel.

Berenson, A. (2014). The effect of short and long-term performance feedback on exploitation and exploration strategies: The moderating role of top managements team's motivation and learning capabilities.

Nevo, M. (2019). The co-evolutionary processes of a new industry and the emerging institutional field.

Membership in doctoral committees

Eran Sabag, Haifa University: The contribution of deliberate practice to the cognitive component of decision making and achieving a level of expertise in basketball referees – A two-phase mixed-design study

Yossi Shilo, The Hebrew University of Jerusalem: Evolution of the Israeli hi-tech.

Yossi Srur, Tel Aviv University: Positive work relationships between the chairman and the CER as a source of collective resilience and organizational performance

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Media appearances and mentions

http://blogs.hbr.org/sutton/2007/06/learning_from_success_and_fail.html
http://michael-roberto.blogspot.com/2008/10/learning-from-success-and-failure.html
http://blogs.hbr.org/sutton/2007/06/threat_or_opportunity.html
http://sloanreview.mit.edu/the-magazine/2002-fall/4491/strategy-risk-management-in-practice/
http://www.businesspsych.org/articles/281.html
http://www.themarker.com/hitech/1.1619895
http://www.calcalist.co.il/internet/articles/0,7340,L-3273745,00.html
http://www.themarker.com/misc/1.318568
http://www.youtube.com/watch?v=1JASHd-EeMM&list=UUVBMNxYC79pZSAfR42OlIHw&index=7&feature=plcp
http://www.youtube.com/watch?v=-fkSDAxx1dM&list=UUVBMNxYC79pZSAfR42OlIHw&index=8&feature=plcp
 http://www.ifatmediasite.com/CustomerMedia/S_ShowItem.aspx?FromMail=true&ItemID=IEELKGKEG&CustomerID=EDHELDH&InfoTypeID=0&PageIndex=1&EmailGroupID=JLLHJ

PUBLICATIONS

Ph.D. Dissertation

The effect of self-ascribed epistemic authority on the relative efficacy of cognitive change methods (instruction) in different matters. Tel Aviv University. (Advisor: Arie Kruglanski)

Books

Ellis, S. (1986). *The Experiment*. Ramat Aviv: The Open University Publications, (99 p., Hebrew). Sixth volume in Research Methods for the Social Sciences, series editor R. Beyth-Marom.

Ellis, S. (1988). *Analysis of Variance*. Ramat Aviv: The Open University Publications, (228 p., Hebrew). Eleventh and twelfth volumes in Research Methods for the Social Sciences, series editor: R. Beyth-Marom.

Ellis, S. (1989). *Attitudes formation and change: A reader and learning guide (1st edition)*. Ramat Aviv: The Open University Publications.

Ellis, S. (1998). *Attitudes formation and change: A reader and learning guide (2nd edition)*. Ramat Aviv: The Open University Publications.

Ellis, S. (1990). *Social Psychology*. Ramat Aviv: The Open University Publications, (95 p., Hebrew). Ninth volume in Introduction to Psychology, series editors: A.W. Kruglanski & A. Nadler.

Beyth-Marom, R., **Ellis, S**., Saporta, K., & Meir, N. (1990). *Psychological Tests: A Learning Guide*. Ramat Aviv: The Open University Publications. (370 p., Hebrew).

Drori, I., **Ellis, S**., & Shapira, Z. (2012). *The evolution of a new industry: A genealogical approach*. Stanford University Press. (Authors' names are in alphabetic order)
Translated to Chinese: 创新的族谱 —以色列新兴产业的演进.

Aharonson, B., Stettner, U., **Ellis, S**., Drori, I., & Amburgey, T. (Eds). (2013). *Understanding the relationship between networks and technology, creativity and innovation*. Emerald Group Publishing.

Journal Articles

Hornik, J., & **Ellis, S**. (1989). Strategies to secure compliance for a mall intercept interview. *Public Opinion Quarterly*, 52, 539-551.

Halpern, E., **Ellis, S**., & Simon, F. (1990). Development changes in separation anxiety in childhood. *Anxiety Research*, 2, 133-146.

Borovits, I., **Ellis, S**., & Yehezkel, O. (1990). Group processes and the development of information systems: A social psychological perspective. *Information & Management*, 19, 65-72.

Ellis, S., Barak, A., & Pinto, A. (1991). Moderating effects of personal cognitions on experienced and perceived sexual harassment of women at the workplace. *Journal of Applied Social Psychology*, 21, 1320-1337.

Ellis, S., & Kruglanski, A.W. (1992). Self as epistemic authority: Effects on experiential and instructional learning. *Social Cognition*, 10, 155-177. (lead article).

Ellis, S. (1993). Organizational learning: Where the organization's brains is located? *Status: The Journal for Managerial Thinking*, 14, 111- 115. (Hebrew)

Ellis, S., & Shenkar, O. (1994). Towards new pattern of relations between the organization and the individual. *Executive*, October-November, 8-12. (Hebrew)

Arieli, S., & **Ellis, S**. (1994). Army officers confronting illegitimate managerial behaviors: Predicting their intentions to report and blow the whistle. *Maarachot*, January-February, 7-18. (Hebrew)

Ellis, S., & Shenkar, O. (1995). Death of the "organization man": Temporal relations in strategic alliances. *The International Executive*, 37(6), 1-14. (lead article).

Ellis, S., & Globesrson, S. (1996). Diagnosing learning in project organization. *International Journal of Industrial Engineering*, 3(20), 86-94.

Globerson, S., **Ellis, S.,** & Parsons, R. (1996). Performance improvement in a project environment: A survey analysis. Proceedings project Management Institute, 258-263.

Ellis, S. (1996). Selecting job-content vs. job-context information: The role of own epistemic authority. *Journal of Applied Social Psychology*, 26(18), 1643-1657.

Ellis, S. (1996). Selecting job-relevant information: A field study of the role of need for closure and prior preferences. *Journal of Applied Social Psychology*, 26(17), 1510-1528.

Ellis, S., Nadler, A., & Rabin, A. (1996). Political leaders in the SYMLOG space: Perceptions of right and left wing leaders by right and left wing constituencies. *Leadership Quarterly*, 7(4), 507-526. **Reprinted:** S.E. Hare & A.P. Hare (Eds.), SYMLOG *field theory: Organizational consultation, value differences and social perception*, (Chapter 11, pp. 137-151), West Port, CN: Praeger press.

Globerson, S., Nahumi, A., & **Ellis, S**. (1998). Rate of forgetting for motor and cognitive tasks. *International Journal of Cognitive Ergonomics*, 2(3), 181-191.

Ellis, S., & Arieli, S. (1999). Predicting intentions to report administrative and disciplinary infractions: Applying the reasoned action model. *Human Relations*, 52(7), 947-967.

Ellis, S., Caridi, O., Lipshitz, R., & Popper, M. (1999). Error criticality and organizational learning: An empirical investigation. *Knowledge and Process Management*, 6, 166-175.

Ellis, S., & Davidi, I. (1999). Switching cognitive gears between conscious and automatic thinking: Drawing lessons from failed vs. successful events. Best Paper Proceedings of the Academy's Chicago 1999 Conference. **This paper won the Managerial and Organizational Cognition Best Paper Award.**

Ellis, S., & Tyre, M.J. (2001). Helping relations between technology users and developers: A vignette study. *IEEE Transactions on Engineering Management*, 48(1), 1-15.

Nadler, A., **Ellis, S**., & Bar, I. (2002). To seek or not to seek: The relationship between help seeking and job performance evaluations as moderated by task relevant expertise. *Journal of Applied Social Psychology*, 32, 1-21.

Ellis, S., Elnatan, D., & Raz, T. (2002) Applying benchmarking: An organizational learning perspective. *Human Systems Management*, 21(3), 183-191.

Ellis, S., Almor, T., & Shenkar, O. (2002). Structural contingency revisited: Towards a dynamic system model. *Emergence*, 4(4), 52-85.

Noy, E., & **Ellis, S**. (2003). Corporate risk strategy: Is it a unified whole or varies across business activities? *European Journal of Management*, 21 (1), 119-128.

Noy, E., & **Ellis, S**. (2003). Risk: a neglected component of strategy formulation. *Journal of Managerial Psychology*, 13(7), 691-707.

Ellis, S., & Shpielberg, N. (2003). Organizational learning mechanisms and managers' perceived uncertainty. *Human Relations*, 56(10), 1233-1254.

Zakay, D., **Ellis, S**., & Shavelski, M. (2004). Outcomes' values and early warning indications as determinants of willingness to learn from experience. *Experimental Psychology*, 51(2), 150-157.

Ellis, S., & Davidi, I. (2005). After event reviews: Drawing lessons from failed and successful events. *Journal of Applied Psychology*, 90(5), 857-871.

Kruglanski, A.W., Bar-Tal, D., Raviv, A., Sharvit, K, **Ellis, S**., Bar. R., Pierro, A., & Mannetti, L. (2005). Says Who?: Epistemic Authority Effects in Social Judgment. In M.P. Zanna (Ed.), Advances in Experimental Social Psychology, (Vol 37, pp. 346-383), San Diego: Elsevier Academic Press.

Ellis, S., Mendel, R., & Nir, M. (2006). Learning from successful vs. failed events: The moderating role of kind of after-event-review. *Journal of Applied Psychology*, 91(3), 669-680.

Brueller, N., **Ellis, S.**, & Segev, E. (2007). Knowing when to acquire: The relation between acquisition timing and price in high technology acquisitions. Best papers proceedings of the SMS 27th Annual International Conference in San Diego. **This paper won the Strategic Management Society Conference Best Paper Award**

Ganzach, Y. **Ellis, S**., Pazy, A., & Ricci-Siag, T. (2008). On the perception and operationalization of risk perception. *Judgment and Decision Making,* 3, 317-324.

Ellis, S., Mendel, M., & Aloni-Zohar, M. (2009). Effects of realistic perception of task performance on learning from experience: The moderating role of after-action-reviews. *Journal of Applied Social Psychology*, 39(3), 541-563.

Ellis, S., Ganzach, Y., Castle, E., & Sekely, G. (2010). Can filmed AERs of relevant others improve trainees' performance? The mediating and moderating role of self-efficacy. *Journal of Applied Psychology*, 95(1), 122–131.

Drori, I., Wrzesniewski, A., & **Ellis, S**. (2011). Cultural clashes in a "merger of equals": The case of high-tech start-ups. *Human Resource Management*, 50(5), 625-649.

Drori, I., & **Ellis, S**. (2011). Conflict and power games in a multinational corporation: Sensegiving as a strategy of perservation. *European Management Review*, 8, 1-16, 2011 (lead paper). **This paper won the Best Paper Award of European Management Review for the year of 2011.**

Ellis, S., Margalit, D., & Segev, E. (2012). Effects of organizational learning mechanisms on organizational performance and shared mental models during planned change. *Knowledge and Process Management*, 19(2), 91-102.

Marcus, A., Ellis, S., & Malen, J. (2012). Academy of Management Proceedings, (1) 16439.

Drori, I., Wrzesniewski, A., & **Ellis, S**. (2013). One out of many? Boundary negotiation and identity formation in post-merger integration. *Organization Science*. 24 (6): 1717-1741.

Marcus, A., Malen, J., & **Ellis, S**. (2013). The promise and pitfalls of venture capital as an asset class for clean energy. *Environment and Organization*, 26(1), 31–60.

Ganzach, Y., **Ellis, S**., & Gotlibovski, C. (2013). On intelligence, education and religiosity. *Intelligence*. 41, 121-128.

Ellis, S., Carette, B., Anseel, F., & Lievens, F. (2014). Systematic reflection: Implications for learning from failures and successes. *Current Directions in Psychological Science*, 23 (1), 67-72.

Ellis, S., Sagiv, T., & Drori, I. (2014). Exploration - exploitation dilemmas of venture capital foundations: The role of organizational slack and horizons. *International Journal of Entrepreneurial Venturing*, 6(3), 220-241. **Short version of this paper was published also in:** *Israel Venture Capital Magazine.*

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Carette, B., Dragoni, L., & **Ellis, S**. (2014). What doesn't kill you: The developmental impact of going through adverse work experience. Academy of Management Proceedings, 11171.

Drori, I., Sapir, A., & **Ellis, S**. (2015). Protecting legitimacy through boundary-work: demarcating pure science and applied science. Academy of Management Proceedings. 1, 11234

Brueller, N., **Ellis, S**., Segev, E.. & Carmeli, A. (2015). Knowing when to acquire: The case of multinational technology firms. *International Business Review*, 24, 1-10. (lead article).

Drori, I., Sapir, A., & **Ellis, S**. (2015). Protecting legitimacy through boundary-work: demarcating pure science and applied science. *Academy of Management Annual Meeting Proceedings*, 1, 11234.

Ellis, S. *Entrepreneurship: A motivated virus*. DeMarker, 31.12. 2015. 88-89. (Hebrew).

Sapir, A., Drori, I., & **Ellis, S**. (2016). The practices of knowledge creation: Collaboration between peripheral and core occupational communities at an innovative technology firm. *European Management Review*, 13(1): 19-36.

Ellis, S., Aharonson, B., Drori, I., & Shapira, Z. (2017). Imprinting through inheritance: A multi-genealogical study of entrepreneurial proclivity. *Academy of Management Journal*, 60(2): 500-522.

Aharonson, B., Boersma, F.K., Drori, I., **Ellis, S**., & Sagiv, T. (2018). The mobilization of legacy discourse during a period of crisis and change. Academy of Management Global Proceedings, 101.

Aharonson, B., **Ellis, S**., & Ginsberg, A. (2019). Understanding the symbiotic relationship between venture capitalists and new ventures. Academy of Management Proceedings, 1, 16394.

Shenkar, O., & **Ellis, S**. (2021). The rise and fall of structural contingency theory: A theory's autopsy. *Journal of Management Studies*, in press.

Chapters in Books

Halpern, E., **Ellis, S**. & Simon, F. (1989). *Inferred social variables in anxiety assessment: Methodological issues*. In R. Schwarzer, H.Van den Plaeg and C. Spillberger (Eds.), Advances in Test Anxiety Research, (Vol. 6, pp. 155 165), Amsterdam: Swets & Zeitlinger B.V., Lisse.

Brookfield, J, Chang, S.J., Drori, I, **Ellis, S**., Lazzarini, S.G. & Siegel, J.I. & Bardina, J.P.B. (2012). *Business Groups, Institutions, and Small Worlds*. In B. Kogut (Ed.). The small worlds of corporate governance and small worlds. Pp. 77-115. Cambridge, MA: MIT Press.

Kogut, B., Colomer, J., Ahmadjian, C., Alexander, M., Belinky, M., von Bernath Bardina, J.P., Brookfield, J., Chang, S.-J., Conyon, M.J., Corrado, R., Davis, G.F., Del Vecchio, N., Drori, I., Edling, C., **Ellis, S**., Ferraro, F., Goyer, M., Guthrie, D., Hamadi, M., Heemskerk, E.M., Hobdari, B., Kosava, R., Lahiri, N., Lazzarini, S.G.,

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Liang, T.W., Okhmatovskiy, I., Randoy, T., Schnyder, G., Schoenman, R., Schiplov, A., Siegel, J.I., Stafsudd, A., Thomsen, S., Urso, P., Walker, G., & Xiao, Z. Is there a global small world of owners and directors? In B. Kogut (Ed.). The small worlds of corporate governance and small worlds. Pp. 259-299. Cambridge, MA: MIT Press.

Ellis, S. *The role of after event reviews in learning from errors*. (2012). In J. Bauer & C. Harteis (Eds.). Human fallibility: The ambiguity of errors for work and learning. Springer.

Marcus, A., **Ellis, S**., Malen, J., Drori, S., & Sened, I. (2012). *Path Dependence and Creation in Venture Capital Investment*. In A. Marcus, P. Shrivastava, S. Sharma, and S. Pogutz, Cross-sector leadership for the green economy. Pp. 125-139. Palgrave McMilan: New York.

Papers under review

Drori, I., Aharonson, B., **Ellis, S**, Boresma, F., K., & Sagiv, T. Legacy rhetoric: Persuasion in action during change. R&R, *Journal of Management Studies*.

Ellis, S., & Shenkar, O. Bringing the decision-maker back in: Using a structural consistency lens to develop a mezzo uncertainty model.

Aharonson, B., **Ellis, S.**, & Fogel, N. Motivators or inhibitors? The impact of entrepreneurial prior failures and prior successes on entrepreneurial proclivity.

Aharonson, B., **Ellis, S**., & Ginsberg, A. Understanding the symbiotic relationship between venture capitalists and new ventures.

Papers Presented at Scientific Meetings

Halpern, E., **Ellis, S**., Simon, F., & Palic, L. (1986). Precursors of test anxiety: separation stress. Presented at the 21st International Congress of Applied Psychology, Jerusalem.

Halpern, E., Milbauer, V., **Ellis, S**., & Horn, I. (1986). Stress, strains and coping styles of female psychologists: A cross-cultural investigation in a sample of Israelis.Presented at the 44th Annual Meeting of the International Council of Psychologists, Tel Aviv.

Borovits, I., **Ellis, S**., & Yehezkel, O. (1990). Influence of intra-group processes on the development of information systems. Presented at the 12th triennial conference on operations research, Athens, Greece.

Tyre, M.J. & **Ellis, S**. (1993). The effect of technological problem's difficulty on helping and help-seeking behavior in learning by using with new technology. Academy of Management Conference, Atlanta, USA.

Globerson, S., & **Ellis, S**. (1994). Intensity of learning in project organization. Annual Project Management Conference Proceedings, Vancouver, Canada.

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Globerson, S., & **Ellis, S**. (1995). Organizational learning analysis of a high tech company. Annual conference of Decision Sciences Proceedings, Boston.

Globerson, S., & **Ellis, S**. (1996). Analysis of learning profiles in project environments. Project Management Institute Conference, Boston.

Ellis, S., Globerson, S., & Parsons, B. (1997). Performance improvement in a project environment: A survey analysis. Project Management Institute Conference, Chicago.

Zakay, D., **Ellis, S**., & Shavelski, M. (1988). Do managers learn from experience? The negative outcome bias. The Stern School of Business Conference on Managerial and Organizational Cognition, New York.

Ellis, S., & Shpielberg, N. (1988). Organizational learning mechanisms and managers' feelings of uncertainty. The Stern School of Business Conference on Managerial and Organizational Cognition, New York.

Ellis, S., & Davidi, I. (1999). Switching cognitive gears between conscious and automatic thinking: Drawing lessons from failed vs. successful events. Academy of Management Conference, Chicago, USA. **This paper won the Managerial and Organizational Cognition Best Paper Award.**

Drori, I. Wrzesniewski, A., & **Ellis, S**. (2005). Symbolic boundaries and boundary work during post-merger integration. Academy of Management Conference, Hawaii, USA

Ellis, S. Drori, I., & Shapira, Z. (2006). The emergence of variety: Genesis events and genealogical evolution of the Israeli Hi-tech. Workshop on Networks and Complexity, Faculty of Electric Engineering, Tel Aviv University.

Ellis, S. Drori, I., & Shapira, Z. (2007). Genealogies as evolutionary dynamics. Technology Entrepreneurship and Institutions: Contemporary and International Research, University of Wisconsin, Madison.

Brueller, N., **Ellis, S**., & Segev, E. (2007). Knowing When To Acquire: The Relation Between Acquisition Timing And Price In High Technology Acquisitions. The Strategic Management Society 27th Annual International Conference in San Diego. **This paper won the Strategic Management Society Conference Best Paper Award**

Ellis, S., Sagiv,T., & Drori, I. (December, 2007). Exploration - exploitation dilemmas of venture capital foundations: The role of organizational slack and horizons. The 1st Israel Strategy Conference, Jerusalem, Israel. **This paper was among the six final nominees for the 1st Israel Strategy Conference Best Paper Award**

Ellis, S. Drori, I., & Shapira, Z. (2007). Genealogies as Evolutionary dynamics. The 1st Israel Strategy Conference, Jerusalem, Israel. **This paper was among the six final nominees for the 1st Israel Strategy Conference Best Paper Award**

Ellis, S. Drori, I., & Shapira, Z. (2007). Genealogies as evolutionary dynamics. Technology Entrepreneurship and Institutions: Contemporary and International Research, University of Wisconsin, Madison.

Sagiv, T., **Ellis, S**., & Drori, I. "Dynamics of Corporate Governance: Longitudinal social network analysis of the evolution of the business sector in Israel as an economy in transition 1992-2006". The Sapir Economic Policy Forum Conference. Jerusalem, Israel, November 2008

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Sagiv, T., Weinsberg U., **Ellis, S**., & Drori, I "Resistance or Resilience? Examining the evolution of ownership and control linkages in Israeli business corporations 1992-2006". The 2nd Israel Strategy Conference. Tel Aviv, Israel, December 2008

Drori, I., **Ellis, S**., & Sapir, A. (2008). Practices of dialogically: knowledge creation and transfer in an innovative technology firm. Academy of Management Conference, Anaheim, USA.

Drori, I., **Ellis, S**., & Sapir, A. (2008). Practices of dialogically: knowledge creation and transfer in an innovative technology firm. The 2ⁿᵈ Israel Strategy Conference, Jerusalem, Israel.

Drori, I., Wrzesniewski, A., & **Ellis, S**. (2009). Symbolic boundaries and boundary work during post-merger integration. Academy of Management Meeting, Chicago, USA.

Ellis, S. with others (2010). PDW: The evolution of the cleantech industry. Academy of Management Meeting, Montreal.

Drori, I., **Ellis, S**., & Nevo, M. (2010). The evolution of the Israeli Cleantech Industry. Leadership and Cleantech Conference, University of Minnesota.

Ellis, S. Drori, I., & Shapira, Z. (2010). Genealogies as evolutionary dynamics. 2009 Academy of Management Meeting, Chicago.

Ellis, S. Drori, I., & Shapira, Z. (2010). Genealogies as evolutionary dynamics. 2009 Academy of Management Meeting, Chicago.

Marcus, A., Malen, J., & **Ellis, S**. (2012). Conferring Legitimacy: Understanding the takeoff of venture capital clean energy investment. GRONEN Research Conference on corporate sustainability.

Marcus, A., Malen, J., & **Ellis, S**. (2012). Conferring Legitimacy: Understanding the takeoff of venture capital clean energy investment. Academy of Management Meeting, Boston.

Marcus, A., Malen, J., & **Ellis, S**. (2012). The promise and pitfalls of venture capital as an asset class for clean energy. Harvard University Initiative for Responsible Investment Conference.

Carette, B., Dragoni, L., & **Ellis, S**. (2014). What doesn't kill you: The developmental impact of going through adverse work experience. Academy of Management Meeting.

Sagiv, T., **Ellis, S**., Drori, I., & Galili, T. (2014). The Evolutionary and Co-evolutionary Dynamics of Ownership and Control Linkages in Networked Economy. SMS Special Conference "Startup and Restart Strategies". Tel Aviv, Israel.

Drori, I., Aharonson, B., **Ellis, S**, Boresma, F., K., & Sagiv, T. (2018). The mobilization of legacy rhetoric during a period of crisis and change". Presented in the Academy of Management Speciallized Conference: From Start – up to Scale-up, Tel Aviv.

Drori, I., Aharonson, B., **Ellis, S**, Boresma, F., K., & Sagiv, T. (2019). The mobilization of legacy rhetoric during a period of crisis and change". EGOS Conference. Edinburgh, Scotland.

Invited Seminars

Sloan School of Management, MIT (X 3); Arison School of Management, The Interdisciplinary Center, Herzeliah; School of Management, Baruch College; Technion, Haifa (X 3); Stern School of Management, NYU; Insper School of Business, Sao Paulo, Brazil.; School of Business, Bar Ilan, School of Behavioral Sciences, College of Management.