

Name: Sherman Arie

Date: 05/2021

CURRICULUM VITAE

1. Personal Details

Permanent Home Address: Eshel 10, Mazkeret Batya, Israel

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2. Higher Education

A. Undergraduate and Graduate Studies

Period of Study	Name of Institution and Department	Degree	Year of Approval of Degree
1997-2000	Economics, Ben-Gurion University	B.A. in Economics	2000
2001-2003	Economics, Ben-Gurion University	M.A. in Economics	2003
2006-2011	Economics, Ben-Gurion University	Ph.D. in Economics	2012

B. Post-Doctoral Studies

None

3. Academic Ranks and Tenure in Institutes of Higher Education

Dates	Name of Institution and Department	Rank/Position
2019 – to-date	Ruppiner Academic Center, Department of Economics and Management	Senior lecturer

2011- 2019	Ruppin Academic Center, Department of Economics and Management	Lecturer
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4. Offices in Academic Administration

Dates	Positons
	<u>Ruppin Academic Center</u>
2015	Member of the Committee on Preparing Self-Evaluation Report to the Council of High Education
2018 – to-date	Member of Disciplinary Committee of Ruppin Academic Center
2018 – to-date	Head of Economic Studies for Non-Economists, School of Economics and Business Administration

5. Scholarly Positions and Activities outside the Institution

Membership in Professional/Scientific Societies

2005 – 2008	Member of the Economic and Society Program, Van Leer Jerusalem Institute
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Reviewer in Academic Journals / Referee of Research Proposals

2013	Reviewer, <i>Ageing & Society</i>
2016	Reviewer, <i>Quality & Quantity</i>
2018	Reviewer, <i>International Journal of Sociology</i>
2019	Reviewer, <i>JBEE</i> ; <i>Plos One</i>
2020	Reviewer, <i>Quality & Quantity</i> , <i>International Marketing Review</i> , <i>JEBO</i>
2021	Reviewer, <i>Plos One</i> , <i>JBEE</i>

Public Professional Activities

2011	Member of the Economics group of advisers, The Social Protest, Israel (The report published at <i>To do things different – A model for a well-ordered society</i> , Edited by Yossi Yonah and Avia Spivak, Hakkibutz Hameuchad, Tel-Aviv (2012)
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6. Participation in Scholarly Conferences

a. Active Participation

Active participation in international conferences

Date	Name of Conference	Place of Conference	Subject of Lecture/Discussion	Role
2013, July	ESA World Meetings	Zurich, Switzerland	The role of wellbeing capital in Human's wellbeing growth	Presenter
2014, June	Wellbeing and Public Policy Conference	Hamilton College, USA	Econs' maximum utility and Humans' wellbeing growth	Presenter
2015, April	IJAS International Conference	Paris, France	Econs' maximum utility and Humans' wellbeing growth	Presenter
2016, April	HEIRS happiness conference	Rome, Italy	Winning the lottery as a micro form of Dutch disease	Presenter
2017, June	APA work, stress and health conference	Minneapolis, USA	The thrill of creative effort at work: An empirical study on work, creative effort and well-being	Presenter
2018, June	The 38 th International Symposium on Forecasting	Boulder, USA	Winning the lottery, mispredicting utility: The story of unhappy lottery winners	Presenter
2018, November	HEIRS – Happiness, Capabilities and Opportunities	Naples, Italy	On the role of personal values and philosophy of life in happiness technology	Presenter

2019, September	17 th ISQOLS Annual Conference	Granada, Spain	A dynamic model on happiness and exogenous wealth shock: The case of lottery winners	Presenter
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Active participation in academic conferences in Israel

Date	Name of Conference	Place of Conference	Subject of Lecture/Discussion	Role
2008, December	The 4 th Annual conference of the Van Leer Institute – Economics and Society Program	Jerusalem, Israel	Modeling the dynamics of income support recipients in Israel, 1986-2001	Presenter
2011, February	PhD JDM Conference	Truman Institute, The Hebrew University of Jerusalem	Work motivation and its relationship to welfare caseload	Presenter

b. Organization of Conferences or Sessions

None

7. Invited Lectures\Colloquium Talks

None

8. Research Grants

a. Grants Awarded

None

b. Submission of Research Proposals – Pending

None

c. Submission of Research Proposals – Not Funded

Role in Research	Co-Researchers	Topic	Founded by	Year	Score
PI	Prof Luski, I. (Israel)	Employment and Subjective Well-being in older age	ISF	2018	
PI	Aisenberg, D (Israel)	Predicting successful aging with a new happiness function - assessing ageism in young adults	Joy Annual Grant	2018	

9. Scholarships, Awards and Prizes

- 2011 Excellence in Teaching Award, Academic College of Management, Rishon Lezion, Israel
- 2014 Excellence in Teaching Award, Academic College of Management, Rishon Lezion, Israel

10. Teaching**a. Courses Taught in Recent Years**

Year	Name of Course	Type of Course Lecture/Seminar/ Workshop/High Learn Course/Introductio n Course (Mandatory)	Degree	Number of Students
2005-2012	Macro Economics A+B	Lecture	BA	30
2005 – to-date	Introduction to Macro and Micro Economics	Lecture	BA	180
2005- to -date	Managerial Economics	Lecture	MBA	70
2006- to-date	The Israeli Economics	Lecture	BA	100
2011 – to-date	The Economics of Happiness	Seminar	BA	24

b. Supervision of Graduate Students

None

11. Miscellaneous

None

12. Professional Experience

None

PUBLICATIONS

A. Ph.D. Dissertation

Sherman, A. (2011). *Work Motivation and Its Relationship to Welfare Caseload*, Ben Gurion University (in English, 120 pages)

Advisors: Prof. Arie Arnon; Dr. Tal Shavit

B. Scientific Books (Refereed)

None

C. Other Scientific Publications

None

D. Articles in Refereed Journals **Published**

1. **Sherman, A.** and Shavit, T. (2009). Welfare to work and work to welfare: The effect of the reference point – a theoretical and experimental study. *Economics Letters*, 105(3), 290-292 (Based on Ph.D dissertation). [**IF = 1.74; IF 5 years = 1.46**]
2. **Sherman, A.** and Shavit, T. (2012). How the lifecycle hypothesis explains volunteering during retirement. *Ageing and Society*, 32(8), 1360-1381 (Based on Ph.D dissertation). [**IF = 1.76; IF 5 years = 2.3**]
3. **Sherman, A.** and Shavit, T. (2013). The immaterial sustenance of work and leisure: A new look at the work-leisure model. *Journal of Socio Economics*, 46:10-16 (Based on Ph.D dissertation). [**IF=1.14; IF 5 years =1.43**]
4. **Sherman, A.** and Shavit, T. (2018). The Thrill of Creative Effort at Work: An Empirical Study on Work, Creative Effort and Well-Being. *Journal of Happiness Studies*. 19(7), 2049-20169. [**IF = 2.33; IF 5 years = 3.37**]
5. Kushnirovich, N., and **Sherman, A.** (2018). Dimensions of life satisfaction: Immigrant and ethnic minorities. *International Migration*, 56(3), 127-141. [**IF=1.27; IF 5 years = 1.59**]

6. **Sherman, A.**, and Barokas, G. (2019). Are happy people more employable? Evidence from field experiments. *Applied Economics Letters*. 26(17), 1384-1387).

[IF =0.504; IF 5 years = 0.56]

7. **Sherman, A.**, Shavit, T., and Barokas, G. (2020). A Dynamic Model on Happiness and Exogenous Wealth Shock: The Case of Lottery Winners. *Journal of Happiness Studies*. 21(1), 117-137.

[IF =2.33; IF 5 years = 3.37]

8. Efrat, K., Gilboa, S., and **Sherman, A.** (2019). The role of supporter engagement in enhancing crowdfunding success. *Baltic Journal of Management*, 15(2),199-213.

[IF=1.71; IF 5 years = 1.75]

Published after promotion

9. **Sherman, A.**, Shavit, T, Barokas, G., and Kushnirovich, N (2020). On the Role of Personal Values and Philosophy of Life in Happiness Technology. *Journal of Happiness Studies*. 1-16.

[IF =2.33; IF 5 years = 3.37]

10. Efrat, K., Gilboa, S., and **Sherman, A.** (2020). Relationship approach to crowdfunding: how creators and supporters interaction enhances projects' success. *Electronic Markets*. Accepted.

[IF=2.98; IF 5 years = 4.41]

11. **Sherman, A.**, Axelrad, H. (2020). A qualitative study on money, wellbeing and serial crowdfunding. *Baltic Journal of Management*. Vol. 16 No. 1, pp. 97-112.

[IF = 1.71; IF 5 years =1.75]

12. Axelrad, H, **Sherman, A.**, Luski, I. (2020). The Effect of Employment on the Subjective Well-Being of 60-80 Year Old People. *International Journal of Social Economics*. Vol. 47 No. 12, pp. 1481-1497.

[IF = NA; SJR =0.28]

13. Shavit, T, **Sherman, A.**, and Aisenberg, D. (2021). COVID-19 Crisis Effects on the Subjective Well-Being of the Israeli Population –Monitored Phase by Phase. *Current Psychology*. Accepted.

[IF = 2.05; IF 5 years= 1.79]

14. Barokas, G, Shavit, T., and **Sherman, A.** (2021). Can Parents Manage their Children's Future Happiness? – A Retrospective Inquiry. *Journal of Family Issues*. Accepted. [IF = 1.24; IF 5 years = 1.77]

E. Chapters in Scientific Books (which are not Conference Proceedings) Published

1. **Sherman, A** and Shavit, T. (2020). Work and happiness: An economic Perspective, Marques, J (eds), *The Routledge Companion to Happiness at Work*: 283-293. Taylor and Francis.
2. Mandelkeren, R and **Sherman, A.** (2015). The Privatization of Social Services Delivery in Israel, in Galnoor, Paz-Fuchs and Zion (eds.), *Privatization policy in Israel: State responsibility and boundaries between the public and the private*. Jerusalem: 265-319, Van Leer Jerusalem Institute/ Hakibbutz Hameuchad Publishing (in Hebrew).

F. Articles in Conference Proceedings

None

G. Entries in Encyclopedias

None

H. Other Scientific Publications

1. Axelrad, H, Luski, I., **Sherman, A.** (2021). Employment and the Level of Happiness: The Effect of Employment on the Level of Happiness Among Israelis Ages 60–80. *Taub Center*, Policy Paper, No 1, 2021 (Both in Hebrew and in English).
2. **Sherman, A.** and Zolotoy, L. (2010). Modeling the dynamics of income support recipients in Israel, 1986-2002. *Van Leer Jerusalem Institute*, Policy Studies No.9 (in Hebrew) (Based on PH.D dissertation).

I. Other Publications

(a) Articles in the Israeli press and interviews

1. "היד הגלויה והיד הנעלמה בעתות מלחמה", The Marker, 2006.
2. "ישנם גם עניים עובדים", TheMarker, 2007 (אפריל).
3. "עודפי המיסים לאן?", TheMarker, 2007 (מאי).
4. "לחלק את המיסים העודפים באופן שווה", TheMarker, 2007 (נובמבר).

5. "המדינה מסרבת לעזור למובטלים", TheMarker 2008.
6. "הפרטה לא בכל מחיר", TheMarker 2009.
7. "אפשר להגדיל את הגרעון בתקציב", TheMarker 2012 (אפריל).
8. "העם דורש אושר לאומי", TheMarker 2012 (אוגוסט).
9. "המשימה האחרונה של סטנלי פישר", TheMarker 2013 (אפריל).
10. "נתינוהו שכח את לימודי הכלכלה שלו", TheMarker 2013 (מאי).
11. "המצוקה של מעמד הביניים רק תחריף", TheMarker 2013 (ספטמבר).
12. "גם האושר בישראל מתחלק בצורה לא שוויונית", TheMarker 2013 (אוק').
13. "לצאת מכבלי התיאוריה הכלכלית", Calcalist 2013 (דצמבר).
14. "עזבו את ברלין, לכו לכפר ערבי", TheMarker 2014 (אוקטובר).
15. "החיסכון הגדול טמון בדמי הניהול בפנסיה", TheMarker 2014 (דצמבר).
16. "מבוא למרקו-כלכלה", TheMarker 2014 (דצמבר).
17. "עדיף בחירות בכל שנה", TheMarker 2014 (דצמבר).
18. "פלוג צריכה ליצור מורשת עצמאית", TheMarker 2015 (מרץ).
19. "אזרחי ישראל, תפסיקו לתרום לעמותות", TheMarker 2015 (מרץ).
20. "ביבי, חלוקת העוגה יכולה גם להגדילה", TheMarker 2015 (אוגוסט).
21. "במקום לצמצם מיסים יש להכשיר מורים למתמטיקה", Calcalist 2015 (ספטמבר).
22. "העם דורש הרבה יותר מצדק חברתי", TheMarker 2018 (ינואר).
23. "מאושרים גם בלי להיות עשירים – כך תמנעו מלקיחת הלוואות", Globes 2018 (אפריל).
24. "איך כסף קונה אושר?", ראיון בפודקאסט חושבים טוב, 2018 (יוני).
25. "גבר אתה מאושר? תכתוב את זה בקורות חיים שלך", ראיון ב-Calcalist, 2018 (דצמבר).
26. "השפעת התמכרות לרשתות חברתיות על האושר", ראיון וכתבה בערוץ 7, ראיון בערוץ 13, טור מצולם ב"דיבור" – ערוץ 13, 2019 (אפריל, מאי).
27. "כלכלה ואושר", ראיון בפודקאסט גיקונומי, 2019 (מאי).
28. "זה מדעי: כך תשקיעו את כספכם כדי להיות מאושרים יותר", ראיון במאקו, 2019 (אוקטובר).
29. "דרושה תוכנית כלכלית לייצוב המשק", גלובס, 2020 (פברואר).
30. "זהירות, הלם כלכלי לפניך", כלכליסט, 2020 (מרץ).
31. "לימודים כלכלה ואושר בתקופה של ריחוק חברתי", ראיון בפודקאסט גיקונומי, 2020 (מאי).
32. "האם מתן קצבאות ומענקים יוצר תמריץ שלילי לעבודה?", גלובס, 2020 (יולי).
33. "מדברים על משבר לא מדברים על שלום". כלכליסט, 2020 (אוגוסט).
34. "חיסון לקורונה הכלכלית: שמטת חובות". כלכליסט. 2021 (פברואר).

35. "באושר ועושר עד עצם היום הזה?" ראיון ביקה TV. 2021 (מרץ)

36. "המהומות הראו שוב שהפערים החברתיים הם פצצה מתקתקת". גלובס. 2021 (מאי).

J. Other Works Connected with my Scholarly Field

None

K. Submitted Publications

1. Ruffle, B. J., **Sherman, A.**, & Shtudiner, Z. E. *Good-looking prices*.
2. Barokas, G., and **Sherman, A.** *Discounts for Happiness: Theory and Evidence from Five Field Studies*.
3. Barokas, G, Shavit, T., and **Sherman, A.** Can Parents Manage their Children's Future Happiness? – A Retrospective Inquiry.
4. **Sherman, A.**, and Axelrad, H. A quantitative study on crowdfunders' motivations, their sense of meaning and social welfare.

L. Summary of my Activities and Future Plans

My research on the determinants of human welfare is based on the hypothesis that there are two welfare domains. The first is material and represents humans as consumers who derive satisfaction from market purchases. The means for material welfare is real income but the transformation of pecuniary resources into material well-being is idiosyncratic because it is also influenced by one's philosophy of life. Differences in philosophy of life might explain why two people with the same pecuniary resources, *ceteris paribus*, experience different levels of material welfare. The second domain is spiritual, representing humans as active producers who invest substantial effort in developing a 'production function' that represents a 'technology' for converting human effort—cognitive, emotional, physical—into hedonic capital. This capital relies on past inputs, is carried across time periods, and forms a crucial means for immaterial consumption. Hedonic capital is accumulated in two domains: work and leisure. The hedonic capital obtained through work is a function of objective workplace conditions alongside creative efforts exerted during work time. Regarding leisure, my research

supports the idea that well-being is related not only to the quantity leisure time but also to its quality. Likewise, ‘productive’ leisure is fundamentally different from (and in fact diametrically opposed to) idleness.

To date, my research confirms the consumption value of work *per se*. This value proves to be important to various decisions, such as transitioning from welfare to work (Sherman and Shavit, 2009; 2013) and volunteering after retirement from waged work (Sherman and Shavit, 2012). My study (Sherman and Shavit, 2018) sheds new light on the link between creative effort, work-hedonic capital and well-being. The non-pecuniary benefits derived from work have been proven to be an important predictor of the well-being gap between Israeli-born Jews, immigrants from the FSU, and Israeli Arabs (Kushnirovich and Sherman, 2018). The theoretical background for this study (Kushnirovich and Sherman, 2018) is based on the notion that human welfare consists of pecuniary and non-pecuniary domains. This distinction is the basis for a theoretical attempt to explain the effects on human welfare of winning the lottery. The paper has been accepted for publication in *Journal of Happiness Studies* (Sherman, Shavit and Barokas, 2019). In a recent study we show that people who declare that they are happy send a signal to the labor market indicating their potential positive contribution to business success (Sherman and Barokas, 2018).

Besides my work on understanding the properties of human welfare, I have initiated a research collaboration with K. Efrat and S. Gilboa in the emerging field of crowdfunding. This project yielded two articles.

Future Plans

My focus on the subject of human welfare will be to study:

1. **The “happiness factory”** with Tal Shavit.
2. **Entrepreneurship at older age** with Hila Axelrad.