

# Eran Magen - C.V.

Eran Magen  
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## Current Position

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### 2008-Current

University of Pennsylvania  
Leonard Davis Institute of Health  
Economics

### Robert Wood Johnson Health & Society Scholar

Faculty appointment, Department of General Internal Medicine.  
Mentors: Flaura Winston, M.D., Ph.D.  
David Asch, M.D., M.B.A.

## Education

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### 2008-2010

University of Pennsylvania  
Department of Psychology

### Clinical Psychology Respecialization

### 2003-2008

Stanford University  
Department of Psychology

### Ph.D. in Psychology

Concentration: Affective science & behavioral economics.

Dissertation: *Taming the Beast: Enhancing Self-Control by Reframing Temptations.*

Adviser: James Gross, Ph.D.

### 2004-2007

Stanford University  
School of Education

### M.A. in Education

Concentration: Learning processes, educational policy.

### 1995-1997

University of Ben-Gurion, Israel

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

Completed at age 18.

## Awards and Honors

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### 2010

Columbia University

### Fellow – Institute on Systems Science and Health

Sponsored by NIH and CDC.

### 2010

The Center for Child Injury  
Prevention Research

### Child Injury Prevention Research Grant

Creating an Emotionally Realistic Driving Simulator  
PI: Yi-Ching Lee; Co-investigator: **Eran Magen**

### 2009

Robert Wood Johnson Foundation

### Robert Wood Johnson Foundation Seed Grant

Survey of Emotional Support Skills in Naturalistic Social Networks.

### 2008

Russell Sage Foundation

### Small Grants in Behavioral Economics

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

Supportive interactions.

### 2006

Stanford University

### Fellow – Stanford Summer School in Neuroeconomics

Sponsored by NSF and NIA.

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<b>2006</b> Massachusetts General Hospital	<b>Visiting Fellowship Program in Functional MRI</b> Sponsored by the American Psychological Association.
<b>2005</b> Society for Judgment & Decision-Making, Annual Conference	<b>Student Poster Award (1<sup>st</sup> place)</b>
<b>2005</b> Stanford University	<b>Norman H. Anderson Research Award</b> Project: Modeling decision-making in the face of temptation.
<b>2004</b> Mind and Life Institute	<b>Fellow – Summer Research Institute</b>
<b>2003-2008</b> Stanford University	<b>Graduate Fellowship</b> Full tuition and stipend.
<b>1995</b> Israeli Defense Force (IDF)	<b>'Atuda' - IDF Academic Excellence Program</b>
<b>1995</b> Ben-Gurion University, Israel	<b>Undergraduate Scholarly Excellence Award</b> Full tuition.
<b>1992</b> 'Ramot' Project, Ministry of Education, Israel	<b>Accelerated High School Studies</b> Completed high school studies at age 16.

## **Publications**

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<b>2010</b>	<b>Magen, Eran &amp; Gross, James J. (2010)</b> Getting Our Act Together: Toward a General Model of Self-Control. In R. Hassin, K. Ochsner & Y. Trope (Eds.), <i>Self control in society, mind, and brain</i> .
<b>2010</b>	<b>Magen, Eran &amp; Gross, James J. (2010)</b> The Cybernetic Process Model of Self-Control: Situation- and Person-Specific Considerations. In R. H. Hoyle (Ed.), <i>Handbook of personality and self-regulation</i> . New York: Blackwell Publishing.
<b>2008</b>	<b>Magen, Eran, Dweck, Carol S., &amp; Gross, James, J. (2008)</b> The hidden zero effect: Representing a single choice as an extended sequence reduces impulsive choice. <i>Psychological Science</i> , 19(7), 648-649.
<b>2007</b>	<b>Magen, Eran &amp; Gross, James J. (2007)</b> Harnessing the Need for Immediate Gratification: Cognitive Reappraisal Modulates the Reward Value of Temptations. <i>Emotion</i> , 2(7), 415-428.

## **Manuscripts under review and in preparation**

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**Magen, Eran & Konasewich, Paul A.** Predicting self-disclosure in supportive interactions: The role of person-centeredness

**Magen, Eran.** Support is in the ear of the beholder: Emotional support providers and recipients disagree on provider's support skills.

**Magen, Eran, Kim, Bokyoung, McClure, Samuel M., Dweck, Carol S., & Gross James J.** Deconstructing the hidden zero effect: Reframing reduces impulsive choice by altering values of immediate and delayed rewards.

**Magen, Eran & Konasewich, Paul A.** I feel better now: How supportive interactions contribute to stress reduction

**Magen, Eran & Konasewich, Paul A.** Stress contagion and emotional fusion in supportive interactions.

# Eran Magen - C.V.

Habbert, Rachel, **Magen, Eran**, & Gross, James J. Enhancing self-control by imagining concrete outcomes.  
Newman, Frank M., **Magen, Eran**, & Gross, James J. I think I can't, I think I can: Novel incentive structure protects against low self-efficacy.

## **Presentations and Invited Talks**

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- 2010**  
University of Pennsylvania  
Summer Undergraduate Minority  
Research Program (SUMR)  
**Helping Ourselves Help Others Help Themselves: A Psychologist's View of Temptations, Self-Control, and Healthy Relationships**  
Invited Talk.
- 2010**  
University of Pennsylvania  
Mental Health Camp 2010  
**Keynote Address: Transforming Everyday Interactions into a Source of Healing**  
Invited Talk.
- 2010**  
University of Pennsylvania,  
School of Nursing,  
Biobehavioral Research Center  
**Mood Matching and Gender in Supportive Interactions between Friends**  
Invited Talk.
- 2010**  
University of Pennsylvania,  
Counseling & Psychological  
Services  
**We Have Ways of Making You Talk: Predicting Self-Disclosure in Supportive Interactions.**  
Invited Talk.
- 2009**  
West Point Military Academy  
Department of Behavioral  
Sciences and Leadership  
**Toxic Stress Contagion, Leadership, and Psychological Herd Immunity.**  
Invited Talk.
- 2007**  
Society for Judgment & Decision  
Making, Annual Conference  
**The Long and Short of Temptations and Decision-Making.**  
Poster presentation.
- 2007**  
Society for Judgment & Decision  
Making, Annual Conference  
**Getting Our Act Together: The Cybernetic Process Model of Self-Control.**  
Poster presentation.
- 2007**  
Association for Psychological  
Science, Annual Convention  
**Peering Into Pandora's Box: A Quantitative Two-System Model of Self-Control.**  
Poster presentation.
- 2005**  
Society for Personality and Social  
Psychology, Annual Conference  
**Harnessing the Need for Immediate Gratification.**  
Poster presentation.
- 2005**  
Society for Judgment & Decision  
Making, Annual Conference  
**TV or Not TV - Changing the Reward Value of Temptation Through Cognitive Reconstructal.**  
Poster presentation (*winner of the Student Poster Award, 1<sup>st</sup> Place*)
- 2005**  
UC Berkeley  
Stanford-Berkeley Talks in  
Personality and Social Psychology  
**Fighting Temptations: Harnessing the Need for Immediate Gratification.**  
Invited talk.

# Eran Magen - C.V.

## Community Service

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- 2006-2008**  
Stanford University  
Department of Psychology  
**Member of Human Subjects Committee**
- 2005-2008**  
The Bridge – Stanford's  
Peer Counseling Center  
**Peer Counselor and Member of Advisory Board**  
(Volunteer position)
- 2005-2007**  
Palo Alto Red Cross Chapter  
**CPR/First Aid Instructor**  
(Volunteer position)
- 2005**  
Stanford University  
Department of Psychology  
**Member of Graduate Admissions Committee**
- 2004-2007**  
**Volunteer – Habitat for Humanity (Bay Area)**

## Teaching Experience

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- 2009-2010**  
Stanford University  
Department of Psychology  
**M.A. Thesis Mentor**  
Guided and supervised M.A. thesis work (see Publications section, manuscript in prep by Habbert, Magen & Gross).
- 2007**  
Stanford University  
Department 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  
Department 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  
Department of Psychology  
**Workshop Instructor: Data Management**  
Designed and delivered workshop on advanced data management and quality assurance techniques.
- 2005**  
Stanford University  
Department of Psychology  
**Teaching Assistant: Introduction to Cellular Neuroscience**  
Developed test materials.  
Assisted individual students with course material.
- 2004-2005**  
Stanford University  
Department of Psychology  
**Teaching Assistant: Introduction to Psychology**  
Led own sections.  
Developed lecture material for the course.
- 2003-2004**  
Stanford University  
Department of Psychology  
**M.A. Thesis Mentor**  
Guided and supervised M.A. thesis work (see Publications section, manuscript in prep by Newman, Magen & Gross).

# Eran Magen - C.V.

## **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.

## **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, 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, Argentina.

### **Hobbies / Additional activities**

Guitar, percussion, Argentine tango, hiking, martial arts, free hugs, changing the world one bit at a time.