



Name: Dr. Galit Haim

Date: 24.07.16

The College of Management Academic Studies

CURRICULUM VITAE

1. Personal Details

Enter text here.

Electronic Address: haimgalit1@gmail.com

2. Higher Education

A. Undergraduate and Graduate Studies

M.Sc. 1996-1999 Bar-Ilan University, Israel

Department of Computer Science

Research Area: Machine Learning

Topic: Style-based Text Categorization.

Thesis grade: 93

Advisor: Prof. Moshe Koppel

B.Sc. 1991-1994 Bar Ilan University, Israel

Department of Mathematics and Computer Science

Graduated with excellence.

B. Doctoral Degree and Post-Doctoral Studies Ph.D. 2010-2014 Bar-Ilan University, Israel

Department of Computer Science

Topic: human Computer Agents Negotiation in Different Cultures

Research Area: Artificial Intelligent, Machine Learning, Multi Agent Systems.

Advisor: Prof. Sarit Kraus.

3. Academic Ranks and Tenure in Institutes of Higher Education

Dates	Institution and Department	Rank/Position
2014-current	The College of Management and Academic	Lecturer and projects manager



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	Studies	
2010-2014	Bar Ilan University	Teacher Assistant and researcher

4. Offices in Academic Administration

The School of Computer Science

5. Scholarly Positions and Activities outside the Institution

A lecturer in the IAI 2015

6. Participation in Scholarly Conferences

a. **Active Participation**

Date	Name of Conference	Place	Subject of Lecture/Discussion	Role
2016	COREDEMA	Hague	Human-Computer Agent Negotiation using Cross Culture Reliability Models	Main author
2014	ECAI	Prague	<i>Equilibrium Strategies for Human-Computer Negotiation in 3-player market settings.</i>	Main author
2012	AAMAS	Valencia	<i>A Culture Sensitive Human-Computer negotiation</i>	Main author
2010	GDN	Delft	<i>Learning Human Negotiation Behavior Across Cultures</i>	Main author
1998	AAAI	Wisconsin	<i>Style-based Text Categorization: What Newspaper Am I Reading?</i>	Author

7. Research Grants

a. **Submission of Research Proposals – Pending**

Role in Research	Co-Researchers	Topic	Funded by	Year
Coordinator		E3S-ITC capacity building	Erasmus+	2016

8. Scholarships, Awards and Prizes

2016- Research Authority Fund: the college of management academic studies: 12,000 NIS

2015- Research Authority Fund: the college of management academic studies: 15,000 NIS

9. Teaching

a. **Courses Taught in Recent Years**

Year	Course Name	Type: Lecture/Seminar/Workshop/High Learn Course/Introduction	Degree	No. of Students
2015-current	Algorithms 1	Lecture		60+ in each course



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2015-current	Data bases systems	Lecture		60+ in each course
2013-current	Introduction to computer science	Lecture		50+
2010-2015	Introduction to artificial intelligence	Teacher Assistant		60+ in each course

PUBLICATIONS

A. Ph.D. Dissertation

Human Computer Negotiation in Different Cultures

B. Scientific Publications:

Published

1. G. Haim, D. Nissim and Marian Tsetkin, *Human-Computer Agent Negotiation using Cross Culture Reliability Models*, COREDEMA 2016
2. G. Haim, Y. Gal, S. Kraus and B. An, *Human-Computer Negotiation in 3-player market settings*. ECAI 2014
3. - G. Haim, Y. Gal, S. Kraus and B. An, *Equilibrium Strategies for Human-Computer Negotiation in 3-player market settings*. AAMAS 2014 HAIDM workshop.
4. G. Haim, Y. Gal, S. Kraus, M. Gelfend. *A Culture Sensitive Human-Computer negotiation*, AAMAS 2012.
5. G. Haim, *A Culture Sensitive Computer-Agent in a Non-Binding Multi-Round Bilateral Negotiation*, EASSS, 2011.
6. G. Haim, Y. Gal, S. Kraus and Y. Blumberg, *Learning Human Negotiation Behavior Across Cultures*, Group Decision and Negotiation, 2010.
7. S. Argamon ,M. Koppel ,G. Avneri, *Routing Documents According to Style*, In Proceedings of First International Workshop on Innovative Information Systems, 1998.
8. S. Argamon-Engelson, M. Koppel and G. Avneri, *Style-based Text Categorization: What Newspaper Am I Reading?* AAAI, 1998.

C. Summary of My Research Activities and Future Plans

My research focuses on human-computer negotiation in different cultures, in which we built predicted human strategic decision models for each culture, and then designed agents based on these models that adapt their behavior to particular human partners. This is a challenging task, mainly due to the bounded-rational nature of human behavior. Moreover, there are substantial computational challenges due to the large state spaces and unknown opponent strategies. These challenges are even harder when the decision making process is repeated.

People's cultural background has been shown to affect the way they reach agreements in negotiation and how they fulfill these agreements. In the first part of this thesis, we present a novel agent designed to negotiate with people from different cultures. Our setting involves an alternating-offer protocol that allows parties to choose the extent to which they keep each of their agreements during negotiation.

A challenge in designing agents for such settings is predicting how people will reciprocate their actions over time despite the scarcity of prior data of their behavior across different cultures. Culture plays an important role in people's decision making



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and people differ in the way they make offers and fulfill their commitments in negotiation across cultures.

We considered a setting that includes multiple rounds of negotiation with non-binding agreements. Participants in each of the countries interacted with a computer agent that used a baseline negotiation strategy which adapted to the extent the participants were helpful and reliable. We built models that considered various features of the negotiation task, such as the extent to which proposals are generous and helpful to participants and whether participants fulfill their agreements.

My future plans are to continue investigating this Human Computer Agents Negotiation fields by building new automatic models, trying cross cultures and other interesting issues.
