

## CURRICULUM VITAE

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Senior Lecturer

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### **Academic Education**

- 1994 Bachelor's Degree, Dept. of Political Science, Tel Aviv University.
- 1998 Master's Degree (with Honors), Dept. of Political Science, Tel Aviv University.  
Thesis: *The Warden's Game: A Solution to the Israeli-Syrian Conflict.*
- 2008 Ph.D., Dept. of Political Science, Tel Aviv University  
Dissertation: *It Takes Three to Tango: A Rational Approach to International Mediation.*

### **Academic Employment**

- 2020-present Vice Dean, Lauder School of Government, Diplomacy and Strategy,  
Reichman University (formerly IDC)
- 2017-present Senior Lecturer, Lauder School of Government, Diplomacy and  
Strategy, IDC Herzliya.
- 2011 –2020 Academic Director of the International (RRIS) program in  
Government, IDC Herzliya
- 2008-2016 Lecturer, Lauder School of Government, Diplomacy and Strategy, IDC  
Herzliya.
- 2015 Visiting Professor at Sciences Po Lille
- 2009-2011 Academic Advisor, IDC RRIS international program in Government
- 2008-2009 Academic Advisor, IDC Lauder School of Government (Hebrew track)

## **Guest Lectures:**

‘Mediator Credibility in International Mediation’, University of Bucharest, 29 March 2016

‘Mediating Intractable Conflicts’, Lauder Reut Educational Complex, Government, 2Day Ambassador Conference, Bucharest, Romania, 30 March 2016

‘Mediators in the Israeli-Palestinian Conflict: Honest Brokers or Credible Mediators?’ National University for Political Studies and Public Administration Bucharest, Romania, 20 March 2018

‘The Role of the Mediator in International Negotiations, Lauder Reut Educational’, Lauder Reut Complex, Government, 2Day Ambassador Conference, Bucharest, Romania, 22 March 2018

## **List of Publications**

### **Peer Reviewed Journals**

Terris, Lesley G. & Orit E. Tykocinski 2021. Agents of Peace or Enablers of Violence? The Proximal Effects of Mediators in International Disputes. *International Interactions*, 48:1, 1-22, DOI: [10.1080/03050629.2021.1977637](https://doi.org/10.1080/03050629.2021.1977637)

Terris, Lesley, Noya Lishner-Levy & Orit Tykocinski 2021. Negotiation Inaction Inertia: A Dynamic Model of the Impact of Missed Opportunities on Negotiation Decisions in Multi-issue Disputes, *International Negotiation* 26:269-288.

Ben-Levi, Raphael, Cavari, Amnon, & Terris, Lesley. 2019. Global Public Opinion toward Israel: Mapping and Explaining Attitudes toward the Jewish State in Conflict. *Israel Affairs* 25(6): 1006-1025

Lutmar, Carmela & Lesley Terris 2019. Special Data Feature: Introducing a New Dataset on Leadership Change in Rebel Groups, 1946-2010, *Journal of Peace Research* 56 (2): 306-315.

Terris, Lesley & Orit Tykocynski 2016. Inaction Inertia in International Negotiations: The Consequences of Missed Opportunities, *British Journal of Political Science* 46 (3): 701-717.

Lutmar, Carmela & Lesley Terris 2016. Leadership Changes and Civil War Agreements: Exploring Preliminary Links, *Peace Economics, Peace Science and Public Policy* 22(4): 439-448.

Maoz, Zeev, Lesley Terris, Ranan Kuperman, & Ilan Talmud 2007. What Is the Enemy of My Enemy? Causes and Consequences of Imbalanced International Relations, 1816-2001, *Journal of Politics*, 69(1):100-115.

Maoz, Zeev & Lesley Terris 2006. Credibility and Strategy in International Mediation, *International Interactions*, 32:409-40.

Maoz Zeev, Ranan Kuperman, Lesley Terris & Ilan Talmud. 2006. Structural Equivalence and International Conflict: A Social Network Analysis, *Journal of Conflict Resolution*, 50(5): 664-689.

Terris, Lesley & Zeev Maoz 2005. Rational Mediation: A Theory and a Test, *Journal of Peace Research*, 42(5): 563-583.

### **Books**

Terris, Lesley 2017. *Mediation of International Conflicts*. Routledge

Mintz, Alex and Lesley Terris (eds.) *Oxford Handbook of Behavioral Political Science*. Oxford University Press, (In production).

Lutmar, Carmela & Lesley Terris. *Leadership Change and Stability in the Middle East: Comparative Case Studies*. Rowman and Littlefield Publishers, Inc. (under contract)

### **Book Chapters**

Mintz, Alex and Lesley Terris. Introduction: Behavioral Political Science. In: Mintz, Alex & Lesley Terris (eds.) *The Oxford Handbook of Behavioral Political Science*. Oxford University Press (forthcoming)

Terris, Lesley 2020. The Effects of Time in Negotiations: Bargaining Theory, Sunk Costs, and Inaction Inertia. In: Mintz, Alex & Lesley Terris (eds.) *The Oxford Handbook of Behavioral Political Science*. Oxford University Press DOI: 10.1093/oxfordhb/9780190634131.013.6

Lutmar, Carmela & Lesley Terris 2019. The Missing Link: Patterns in Leadership Change and Mediation in Civil Wars. In Lutmar, Carmela & James Ockey (eds.) *Peacebuilding in the Asia Pacific*. Palgrave Macmillan

Terris, Lesley & Orit Tykocinski. 2019. Transforming Intractable Conflicts under the Shadow of the Past: Sunk Costs, Inaction Inertia, and the Gilad Shalit Negotiations, In Gerard, Catherine; Golan, Galia; Kriesberg, Louis & Toole, Deborah (eds.) *Transforming Intractable Conflicts*. Rowman and Littlefield, pp. 305-322.

Lutmar, Carmela & Lesley Terris. 2017. War Termination, *Oxford Research Encyclopedia of Politics*, Oxford University Press.

Maoz, Zeev and Lesley Terris 2009 (Reprint). Credibility and Strategy in International Relations. In: Bercovitch, Jacob and Scott Gartner (eds.) *International Conflict Mediation: New Approaches and Findings*, London and New York: Routledge, pp. 69-95.

Maoz, Zeev, Lesley Terris, Ranan Kuperman and Ilan Talmud 2007. 'Network Centrality and International Conflict, 1816-2001. Does it pay to Be Important?' In *Applications of Social Network Analysis*. Edited by T. N. Friemel. Konstanz: UVK Verlagsgesellschaft mbH, pp. 121-152.

Maoz, Zeev, Lesley Terris, Ranan Kuperman, and Ilan Talmud 2005. 'International Relations: A Network Approach', in Alex Mintz and Bruce Russett, eds, *New Directions for International Relations*, Lexington Books.

### **Book Chapters under Review**

Terris, Lesley. The Unintended Consequences of International Mediation. In William Thompson (ed) *Oxford Research Encyclopedia of Politics* (under review)

### **Ad hoc reviewer for:**

American Political Science Review

Conflict Management and Peace Science

International Studies Quarterly

International Interactions

International Negotiation

Journal of Global Security Studies

Journal of Peace Research

Journal of Politics

### **Editorial and Advisory Board Memberships**

Editorial Board of *International Studies Perspectives*, 2022-present.

Advisory Board of the Ariel Sharon Chair in National Leadership and Military Thought, Lauder School of Government, Diplomacy and Strategy, Reichman University, 2022-present

Board Member in the Israeli Association for International Studies (IAIS), 2008–2016

## **Other Relevant Activities**

- 2013- 2020      Consultant to the IDC President for Gender Equality in the Academia (under direction of the Israeli Council for Higher Education)
- 2016-2017      Academic Advisor to the Shadow Ministry of Foreign Affairs of the Lauder School's Shadow Government
- 2015-2016      Academic Advisor to the Shadow Ministry of Tourism of the Lauder School's Shadow Government.
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- 2010 – 2014      Planning and execution of strategic and negotiation simulations at the Lauder School of Government IDC Herzliya
- 2014              Steering Committee member of Israeli branch of the International Association for Conflict Management (ICAM).
- 2013              Simulation on Israeli-Palestinian negotiations for the Daniel Pearl Journalism Institute at IDC (June 2013).
- 2011              Chair of The Ninth Annual Conference of the Israeli Association for International Studies, IDC Herzliya (December 2011)
- 2009              Co-chair (with Prof. Alex Mintz) of conference: New Directions in International Relations held at IDC (June 2009)

## **Grants and Awards**

- March 2002      Dean of Social Sciences, Tel Aviv University, Scholarship for academic excellence.
- Oct. 2002        Israel Foundation Trustees, Writing scholarship
- May 2003        Tami Steinmetz Center for Peace Research, PhD. Research Grant
- Oct. 2011        IDC Research Grant (based on ISF evaluation)
- Oct. 2016        Israeli Science Foundation (ISF) (with Orit Tykocinski). Principal Investigator (720,000 NIS).

## **Academic Activities**

### **Supervision of MA Theses**

Andreas Kreig - MA Thesis 2009 (with Prof. Galia Golan)

Raphael Ben Levi – MA Thesis 2015 (with Dr. Amnon Cavari)

Ari Fodeman – MA Thesis 2018 (with Esther Lopatin)

Shlomi Yass – MA Thesis (2022)

Ehud Haik – MA Thesis (in progress)

Jeremy Aron (in progress)

### **Conference Presentations (papers)**

*Agents of Peace or Enablers of Violence? The Proximal Effects of Mediators in International Disputes* (with Orit Tykocinski), American Political Science Association (APSA), September 30 – October 3, 2021, Seattle, WA.

*The Paradoxical Impact of Mediators in the Israeli-Palestinian Conflict* (with Orit Tykocinski), Association for Israel Studies (AIS), June 7-9, 2021, hosted virtually by the University of Illinois Urbana-Champaign.

*Agents of Peace or Enablers of Violence? The Paradoxical Effects of Mediators* (with Orit Tykocinski & Wendy Wagner), International Studies Association (ISA), 27-31 March 2019, Toronto.

*Inaction Inertia in International Negotiations: A Dynamic Approach* (with Orit Tykocinski & Noya Lishner-Levy), American Political Science Association (APSA), August 30-September 3, 2017, San Francisco.

*The Hidden Costs of Signaling* (with Orit Tykocinski and Ehud Lehrer) Subjective Probability, Utility And Decision Making (Spudm26, 2017), Technion, Haifa

*New Leaders, Old Agreements: Leader Changes and Intrastate Settlement Duration* (with Carmela Lutmar), UK-Israeli Quantitative Conflict Research Workshop, 5-6 November 2015, Haifa University.

*Inaction Inertia in International Negotiations: The Consequences of Missed Opportunities* (with Orit Tykocinski), ISA Global South Caucus Conference, Singapore, 8-10 January 2015

*Inaction Inertia in International Negotiations: The Consequences of Missed Opportunities* (with Orit Tykocinski), American Political Science Association (APSA), August 28-31, 2014 Washington DC.

*Inaction Inertia in International Negotiations: The Consequences of Missed Opportunities* (with Orit Tykocinski), ISA ISSS-ISAC Joint Annual Conference, 4-6 October 2013, George Washington University, Washington DC.

*Is Peace on their Minds? Disputant Credibility in International Mediation Processes.* Annual Meeting of the International Society of Political Psychology, 8-11 July 2013, Interdisciplinary Center Herzliya (IDC).

*Leadership Change and Mediation in Intrastate Conflicts* (with Carmela Lutmar). Annual Meeting of the International Society of Political Psychology, 8-11 July 2013, Interdisciplinary Center Herzliya (IDC).

*What do they Want/ Rebels' Objectives and Mediation in Civil Wars* (with Carmela Lutmar). American Political Science Association (APSA), Sept. 1-4 2011, Seattle, Washington.

*Disputant Credibility in Mediation Processes.* First Annual Conference of the European Political Science Association (EPSA), June 16-18, 2011, Dublin

*How Long will it Last? Peace Agreements and Leadership/Regime Changes* (with Carmela Lutmar), International Studies Association (ISA), April 1-4, 2012, San Diego, CA.

*Disputant Credibility in Mediation Processes.* International Studies Association (ISA) Conference, February 17-20, 2010 New Orleans.

*Leadership Change and Conflict Resolution in Civil War* (with Carmela Lutmar). Annual Conference of the American Political Science Association (APSA), September 3-5, 2010, Washington DC.

*Network Centrality and International Conflict, 1816-2001: Does it Pay to be Important?* (with Zeev Maoz, Ranan Kuperman, Ilan Talmud), Applications of Social Network Analysis (ASNA), October 4-6, 2006, University of Zurich.

*Credibility and Strategy in International Mediation* (with Z. Maoz), Annual Conference of the American Political Science Association (APSA), September 1-4, 2005, Washington DC,

*Conflict Versatility and Game Transformation*. Seminar of the Decision Making and Economic Psychology Center, March 9, 2005, Ben-Gurion University, Beer-Sheva.

*The Enemy of my Enemy: Is he my Friend* (with Zeev Maoz, Ranan Kuperman, Lior Elazar), Annual Conference of the American Political Science Association (APSA), September 1-5, 2004, Chicago.

*Structural Equivalence and International Conflict, 1816-2000: A Social Network Analysis of Dyadic Affinities and Conflict* (with Zeev Maoz, Ranan Kuperman, Ilan Talmud) APSA Centennial Meeting, August 28-31, 2003, Philadelphia.

*International Relations: A Network Approach*. Israeli Association for International Studies (IAIS), Leonard Davis Institute for international Relations, April 6, 2003, Hebrew University, Jerusalem.

*The Strategy of Mediation: A Rational Model of Mediator's Choices Strategy of Mediation* (with Zeev Maoz), Annual Conference of the American Political Science Association (APSA), August 29-September 1, 2002, Boston.