

Yotam Liel

Cornell Tech
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ACADEMIC POSITIONS

2025 - **Cornell University**, New York, NY
Postdoctoral Research Fellow, Cornell Tech

EDUCATION

2020 - 2025 **Tel Aviv University**, Tel Aviv, Israel
Ph.D. in Management of Information Systems and Technology
Advisors: Prof. Lior Zalmanson and Prof. Gal Oestreicher-Singer
Dissertation: *“Turning Off Your Better Judgment – Conformity to Algorithmic Recommendations”*

2018 - 2020 **Tel Aviv University**, Tel Aviv, Israel
MSc, Management of Information Systems and Technology, *Magna Cum Laude*.

2013 - 2016 **Tel Aviv University**, Tel Aviv, Israel
BA, Economics & Philosophy, *Magna Cum Laude*.

PUBLICATIONS

Liel, Y., & Zalmanson, L. (2025). Turning Off Your Better Judgment: Algorithmic Conformity in Artificial Intelligence-Human Collaboration. *Journal of Management Information Systems*, 42(4), 1087–1117.

PEER REVIEWED CONFERENCE PROCEEDINGS

Liel, Y., & Zalmanson, L. (2024). Between Formal Authority and Authority of Competence—The Mechanisms of Algorithmic Conformity. In *Academy of Management Proceedings* (Vol. 2024, No. 1, p. 18533).

Liel, Y., & Zalmanson, L. (2023). Turning Off Your Better Judgment—Conformity to Algorithmic Recommendations. In *Academy of Management Proceedings* (Vol. 2023, No. 1, p. 16319).

Liel, Y., & Zalmanson, L. (2020). What if an AI Told You That $2 + 2$ is 5? Conformity to Algorithmic Recommendations. In *International Conference on Information Systems (ICIS)*.

AWARDS AND HONORS

2025	The Rothschild Postdoctoral Fellowship for Outstanding Young Scholars
2024	Academy of Management Conference Best Paper
2024	European Conference on Information Systems Doctoral Consortium
2023	Academy of Management CTO Division Best Conference Paper Runner-Up
2023	Academy of Management Doctoral Consortium
2023	Ein-Dor Student prize for Information Systems Research (First Place)
2022	Grant for the Web Award, Interledger Foundation and Mozilla Foundation

2022	Best Research Paper, Israeli Association of Information Systems Research
2020 - 2025	Full Scholarship, Coller School of Management, Tel Aviv University
2021 - 2024	TAU Center for AI and Data Science (TAD) Excellence Fellowship Program for PhD Students
2020	Best in Track, Short Research Paper, International Conference of Information Systems
2019	Dean's List of Excellence

WORKING PAPERS/SUBMITTED MANUSCRIPTS

Liel, Y., Zalmanson, L., & Naaman, M. The Impact of Monetization Awareness on Online Content Consumption: A Shift Towards Supporting Value-Driven Choices.

SELECTED CONFERENCE AND WORKSHOP PRESENTATIONS

Ratio-DMEP Workshop, 2025 (Jerusalem)
 Academy of Management Annual Meeting (AoM), 2024 (Chicago)
 Statistical Challenges in Electronic Commerce Research (SCECR), 2024 (Lisbon)
 Digital Economy Workshop, 2024 (Rotterdam)
 Workshop on Information Systems and Economics (WISE), 2023 (Hyderabad)
 Academy of Management Annual Meeting (AoM), 2023 (Boston)
 Workshop on Information Systems and Economics (WISE), 2022 (Copenhagen)
 Interledger Summit, 2022 (New Orleans)
 Israeli Association of Information Systems (ILAIS), 2022 (Ruppin)
 Gaming Research in Management Workshop, 2022 (University of Notre Dame Gama Lab, Notre Dame)
 International Conference of Information Systems (ICIS), 2020 (Virtual)
 Israeli Association of Information Systems (ILAIS), 2020 (Virtual)

TEACHING

2025	Lecturer, Data Science for Business, Coller School of Management, Tel Aviv University
2022 – 2024	Lecturer, Business Applications of Large-Scale Digital Experimentation, Coller School of Management, Tel Aviv University

PROFESSIONAL SERVICE

Reviewer	Journal of Computer Mediated Communication (JCMC), Computer Supported Cooperative Work (CSCW), Conference on Human Factors in Computing Systems (CHI), International Conference on Information Systems (ICIS), European Conference on Information Systems (ECIS), Academy of Management Annual Meeting (AoM), Conference on Information Systems Technology (CIST).
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COMMUNITY SERVICE

Mentor for Incoming PhD Students, Tel Aviv University MIS Department, 2023-2025.

PROFESSIONAL EXPERIENCE

2017 - 2019	Head of Digital, PRIME (Finance and mortgage consulting firm)
2014 - 2017	Digital Marketing Manager, CLIXIE (An E-Commerce start-up)
2011 - 2014	Product Manager, CLIXIE (An E-Commerce start-up)