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Dan Weiss

CURRICULUM VITAE

Associate Professor, Coller School of Management, Tel Aviv University

Born in Israel, 1962.

Military Service: 1985-1990.

Married + 4.

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A. Education

- 1985 B.Sc.I.E. - (Cum Laude), Technion, - Israel Institute of Technology, Haifa, Faculty of Industrial Engineering and Management.
- 1995 MBA - Tel-Aviv University, The Leon Recanati Graduate School of Business Administration.
MBA Thesis: "Defining Capacity of Production Systems",
Supervisor: Professor Avraham Beja
- 2003 PhD in managerial economics - Tel-Aviv University, The Leon Recanati Graduate School of Business Administration.
Dissertation: "Flexibility of Technologies - an Economic Perspective",
Supervisor: Professor Avraham Beja

B. Further studies

- 1992 CPA - Israel Board of Certified Public Accountants

C. Academic experience

- 1993–2003 Technion, Faculty of Industrial Engineering and Management, Adjunct lecturer.
- 2001-2003 University of California at Davis, Graduate School of Management, Visiting assistant professor
- 2003-2009 Faculty of Management, Tel Aviv University, Lecturer
- 2009-present Faculty of Management, Tel Aviv University, Senior lecturer (with tenure)

Professional experience

- 1984 - 1985 Narvesen AG, Oslo, Norway - Economic systems analyst
- 1985 - 1988 Israel Defense Forces (The planning and control department of the IDF headquarters) - Giving the theoretical and practical economic support for preparing the long-run strategic plan of The IDF.
- 1988 - 1990 Israel Defense Forces - controller of the medical expenses of the IDF, modeling of costs structures and healthcare macro-economics.
- 1990 - 1992 PriceWaterhouseCoopers (Kesselman & Kesselman), CPA's
- 1992 - 2001 OIC Technologies Consulting Group, Herzlia - Senior Partner
- 1996 - 1997 Coca-Cola (Israel) - Consultant and Chief Officer of Economics and Control (Act).

זמנה קרן פנסיה לעצמאיים בקבוצת מגדל-מקפת

חבר ועדת השקעות משנת 2004 ועד שנת 2010 (שתי קדנציות כפי שאפשר החוק באותו זמן).
יו"ר ועדת השקעות בקדנציה השנייה.

חבר ועדת ביקורת משנת 2004 ועד שנת 2010 (שתי קדנציות כפי שאפשר החוק באותו זמן).
דירקטור חיצוני בחברה המנהלת משנת 2004 ועד שנת 2010.

קרן מגדל השתלמות, קופת פיצויים מגדל בקבוצת מגדל-מקפת

יו"ר ועדת השקעות משנת 2007 ועד שנת 2010.

חבר ועדת ביקורת משנת 2007 ועד שנת 2010.

כלל פיננסים

חבר ועדת השקעות משנת 2011 עד 2013.

חבר ועדת ביקורת משנת 2011 עד 2013.

קבוצת אלון

אלון ישראל בע"מ – דירקטור משנת 2014 עד 2015.

אלון רבוע כחול בע"מ – חברה ציבורית שמניויתיה נסחרות בת"א ובנאסדאק – דירקטור משנת 2014 עד 2015.

מגה קמעונאות בע"מ – דירקטור וחבר ועדת ביקורת משנת 2015 עד 2016.

הבורסה לניירות ערך בתל אביב

דירקטור חיצוני בבורסה לניירות ערך מ-2014, חבר ועדת תקציב ותוכניות עבודה, ועדת ביקורת, ועדה לבחינת הדוחות הכספיים, ועדה לניהול הרזרבות הכספיות, ועדת התאמות - לאופציות על מניות, ועדה לטיפול בכשל של חבר.

מסלקת הבורסה בע"מ – דירקטור חיצוני וחבר ועדת ביקורת והועדה לבחינת הדוחות הכספיים.
מסלקת מעו"ף בע"מ - דירקטור חיצוני וחבר ועדת ביקורת והועדה לבחינת הדוחות הכספיים.

איילון חברה לביטוח בע"מ

חבר ועדת השקעות משתתפות, פנסיה וגמל מיוני 2016.

מכון קסירר למחקר בחשבונאות – הפקולטה לניהול – אוניברסיטת תל אביב
ראש המכון, המכון מתמחה בדווח כספי בענפי הביטוח והבנקאות
מוביל את ערב העיון השנתי לניתוח דוחות כספיים של חברות הביטוח.

מרכז רעיה שטראוס לחקר עסקים משפחתיים – הפקולטה לניהול – אוניברסיטת תל אביב
ראש המכון, המכון מתמחה בדווח כספי בענפי הביטוח והבנקאות

Editor - Journal of Management Accounting Research

Editorial board – European Accounting Review, Management Accounting Research.

Ad-hoc referee - The Accounting Review, Contemporary Accounting Research, Journal of Accounting and Economics, Review of Accounting Studies, European Journal of Operational Research, Journal of Service Research, Journal of Operations Management, Marketing Science, Management Accounting Research, Journal of Management Mathematics.

E. Academic and professional awards

- 1994 Dean's Teaching Award
- 1997 Dean's Teaching Award
- 1999 Joseph Kasierer Institute for Research in Accounting, research grant, (Disclosure of R&D Activities, with Haim Falk and Uri Ben-Zion.)
- 1999 TIM - Technion Institute of Management, research grant (R&D Expenses and the Value of Firms, with Haim Falk and Uri Ben-Zion.)
- 2000 Dean's Best MBA Teacher Award
- 2004 Joseph Kasierer Institute for Research in Accounting, research grant, (Exposures and Hedging of Market Risks)
- 2007 Marketing Science Institute (MSI) - winner of the *Marketing Strategy and Wall Street* competition - with Prasad A. Naik.
- 2008 Best Paper Award – The 2nd European Risk Conference, Milano, Italy.
- 2013 Rector Teaching Award

F. Grants

- 2006 ISF grant – Cost Behavior, Flexibility, and Earnings Distribution – 77,000 Shekels.
- 2007 Marketing Science Institute (MSI) grant - winner of the *Marketing Strategy and Wall Street* competition - with Prasad A. Naik - \$8,000.
- 2014 ISF grant - Testing the Relevance-Reliability Trade-Off – 420,000 Shekels.

G. Membership in professional societies

- Institute of Certified Public Accountants in Israel, A member of the management accounting committee.
- Member of AAA - American Accounting association (U.S.A.)

- Member of IMA - Institute of Management Accountants (U.S.A.)
- Member of The EDP Auditors Foundation (U.S.A).

H. Master and PhD students supervised

Shust Efrat – Phd dissertation. 2013. The Role of Estimates in Financial Reporting.
Placed at The Hebrew University of Jerusalem.

Shklar Asher- Master dissertation. 2008. Conservatism under IFRS accounting.

Adam Lior – PhD student. Second year.

Doron Hadas – PhD student. First year.

List of Publications

Published Articles

1. Kaplan Robert S., Dan Weiss, and Eyal Desheh. "Transfer Pricing with ABC." *Management Accounting* (May 1997): 20-28. (Winner of the 1999 Lybrand Certificate of Merit Award presented by Institute of Management Accountants)
2. Biyalogorsky Eyal, Eitan Gerstner, Dan Weiss, and Jinhong Xie. 2005. The Economics of Service Upgrades. *Journal of Service Research* 7(3): 234-244. Impact factor – 2.71.
3. Beja Avraham, and Dan Weiss. 2006. Some Informational Aspects of Conservatism. *European Accounting Review* 15(4): 585-604. Impact factor – 1.15.
4. Weiss Dan, Prasad A. Naik, and Chih-Ling Tsai. 2008. Extracting Forward Looking Information from Security Prices – A New Approach. *The Accounting Review*, 83(4), 1101-1124. Impact factor – 2.42.
5. Weiss Dan, Prasad A. Naik, and Ram Weiss. 2009. The Big Pharma Dilemma: Develop New Products or Promote Existing Ones? *Nature Reviews Drug Discovery* 8(7):535-536. Impact factor – 33.08.
6. Weiss Dan, and Michael W. Maher. 2009. Operational Hedging against Catastrophes. *Journal of Operations Management*, 27, 362-373. Impact factor – 4.40. (Winner of the *Best Paper Award* at The 2nd European Risk Conference and selected as one of three finalists for the 2009 Best Paper Award for papers published in the *Journal of Operations Management*).
7. Weiss Dan. 2010. Cost Behavior and Analysts' Earnings Forecasts. *The Accounting Review*. 85(4): 1441-1471. Impact factor – 2.42.
8. Weiss Dan. 2011. Discussion of Examining Shareholder Value Creation over CEO Tenure: A New Approach to Testing Effectiveness of Executive Compensation. *Journal of Management Accounting Research*. 23, 29-36.

9. Kama Itay, and Dan Weiss. 2013. Do Earnings Targets and Managerial Incentives Affect Sticky Costs? *Journal of Accounting Research*. 51, 201-224. Impact factor – 2.38.
10. Weiss Dan, Haim Falk, and Uri Ben Zion. Earnings Variability and Disclosure of R&D: Evidence from Press Releases. 2013. *Accounting and Finance*. 53(3), 837–865. Impact factor – 0.88.
11. Weiss Dan. 2014. Internal Controls in Family-owned Firms. *European Accounting Review*. 23, 463-482. Impact factor – 1.15.
12. Shust Efrat, and Dan Weiss. 2014. Sticky Costs: Cash Flow versus Expenses. *Journal of Management Accounting Research*. 26, 81-90. (invited article)
13. Ciftci Mustafa, Raj Mashruwala, and Dan Weiss. 2015. Implications of Cost Behavior for Analysts Earnings Forecasts. *Journal of Management Accounting Research*. 28, 57-80.
14. Michael-Tsabari Nava, and Dan Weiss. 2015. Communication Traps. *Family Business Review* 28, 26-40. Impact factor – 4.24.

Working Papers

1. Shust Efrat, and Dan Weiss. 2014. Not All Estimates Were Created Equal: Testing the Relevance-Reliability Trade-Off.
2. Oded Jacob, and Dan Weiss. 2013. Do Real Effects Sway Conservatism Measures? (Invited presentation at the Temple Management Accounting Conference, August 2013).
3. Shust Efrat, and Dan Weiss. 2012. Consequences of Opinions versus Facts in Financial Reporting.
4. Maher Michael W., and Dan Weiss. 2010. Costs of Complying with SOX.

Work in Process

1. Oded Jacob, and Dan Weiss. The Economics of Earnings Skewness.
2. Aboody David, Shai Levi, and Dan Weiss. Managerial Incentives and Cost Structure Adjustments.
3. Prasad A. Naik, and Dan Weiss. A Tale of Two Intangibles: Relative Impact of R&D and Advertising.

Patents

1. **Patent** - Weiss Dan. 2001. *Delivery of Ultrasound to Transdermal Devices*, U.S. Patent No.09/471364.
2. **Patent** - Weiss Dan. 2005. *Apparatus to couple ultrasonic energy to catheters*, Israel Patent No. 131623.

Professional Publications

1. Weiss Dan. 1990. Benefits and Risks of Using Expert Systems and Decision Support Systems by Accountants, *CPA Journal* (Hebrew), Vol 39, 69-74.
2. Baraz Ed and Dan Weiss. 1992. Risks in Auditing Electronics Sheets by CPA's, *CPA Journal* (Hebrew), Vol 41, 393-397.
3. Weiss Dan and Amnon Knol. 1996. Tools for Implementation of Activity Based Management, *CPA Journal* (Hebrew), Vol 45, 161-167.
4. Weiss Dan and Efrat Shust. 2005. Exposures and Hedging of Market Risks, *CPA Journal* (Hebrew) Vol. 54: 223-232.
5. Weiss Dan. 2013 All in the Family Firms *CPA Journal* (Hebrew) Vol. 63: 58-63.