

CURRICULUM VITAE

PERSONAL DETAILS

Name NIR, Dina
Address 2, Herez street, 4323202, Raanana, Israel
Telephone +972-506820320
E-mail dnir@ono.ac.il dr.dinanir@gmail.com
Nationality ISRAEL

HIGHER EDUCATION

2006 – 2009 Ph.D. Department of Organizational Behavior, School of Business Administration, Hebrew University, Jerusalem, Israel. Dissertation: "The 'Negotiation Self': Identifying and transforming negotiating styles within the self." Approval [2009](#)

2004 - 2006 M.A. Thésis. School of Business Administration. Hebrew University, Israel Approval 2006

1999 - 2000 M.B.A. Summa cum Laude. Ono Academic College, Israel. Approval 2000

1988 - 1990 B.A. Department of Economics. Tel Aviv University, Israel. Approval 1990

Academic Ranks and Tenure in Institutes of Higher Education

2023 - Present	Head of the Executive MBA (IMBA), Faculty of Business Administration, Ono Academic College.
2016 - 2021	Head of the MBA (Ono, Jerusalem, and Haifa), Faculty of Business Administration, Ono Academic College.
2008 - Present	Faculty, Business Administration, Ono Academic College.
2008 - Present	Lecturer, Reichman University.
2008 - Present	Organizational consultant, Reycote as speaker, workshops: Clients: Johnson & Johnson, Merc Global Headquarter, Roche Israel, MSD Switzerland, MSD Israel, MSD head office, IAI, Electra Group, Neopharm

	Group, Strauss, Reichman Executive Education, Leumi Bank of Israel, The Ministry of Education, Jerusalem Municipality, Maccabi Health care, Align Technologies.
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PERSONAL SKILLS AND COMPETENCES

Acquired in the course of life and career but not necessarily covered by formal certificates and diplomas.

MOTHER TONGUE

HEBREW

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

ENGLISH

Excellent

Excellent

Excellent

SOCIAL SKILLS
AND COMPETENCES

Managing Academic programs and collaborating with colleagues in a multicultural environment. In leadership positions where communication, building trust, and the motivation to reach a common goal are paramount (for example, lecturing and heading Academic Programs for graduate degrees).

ORGANIZATIONAL SKILLS
AND COMPETENCES

As head of the Executive MBA program, I have led and coordinated people, projects, and budgets, and continually find creative solutions and build win-win relationships.

Organizational Consultant, working with managers and teams in Israel and international companies.

TECHNICAL SKILLS
AND COMPETENCES

QUALTRICS, POWERPOINT, EXCEL, SPSS.

ARTISTIC SKILLS
AND COMPETENCES

Music, writing, design, etc.

Ikebana Japanese flower arrangements, Tai Chi, Qigong, Ballroom Dancing, gardening.

OTHER SKILLS
AND COMPETENCES

Competences not mentioned above.

Inspirational talks to companies

workshops on Positive Psychology and leadership

Workshops on Negotiation skills

In general, I'm highly positive, energetic, and enthusiastic. I am a leader; I can easily navigate complex systems, but I also believe in excellence in delivery. I know God is in the details. I'm a creative, collaborative, and open thinker who also loves to listen to and help other people grow and reach their potential.

DRIVING LICENCE(S)

Yes

ADDITIONAL INFORMATION

PUBLICATIONS

CHAPTERS IN COLLECTIVE VOLUMES

Nir, D. (2016). Becoming the leader of your decisions, In H. J. M. Hermans (Ed.), Assessing and Stimulating a Dialogical Self in Groups, Teams, Cultures, and Organizations, UK: Springer. https://doi.org/10.1007/978-3-319-32482-1_1

Nir, D. (2011). From a dialogical to a Negotiational Self. In H. J. M. Hermans & G. Thorsten (Eds.), The Handbook on the Dialogical Self, UK: Cambridge Press. <https://doi.org/10.1017/CBO9781139030434>

Goldenberg, J., Nir, D., & Maoz, E. (2006). Creativity in negotiation. In L. Thompson & H. S. Choi (Eds.), Creativity and Innovation in Organizations. NY: Lawrence Erlbaum.

PAPERS (PEER-REVIEWED)

Rechter, E., Kluger, A. N., & Nir, D. (2025). The FeedForward interview : A theoretical account. *Human Resource Management Review*, 35(2), 46-65. <https://doi.org/10.1016/j.hrmr.2024.101061>.

Littman-Ovadia, H., & Nir, D. (2013). Looking forward to tomorrow: The buffering effect of a daily optimism intervention. *The Journal of Positive Psychology*, 9(2), 122–136. <https://doi.org/10.1080/17439760.2013.853202>.

Kluger, A. N., & Nir, D. (2010). The FeedForward interview. *Human Resource Management Review*, 20(3), 235-246. <https://doi.org/10.1016/j.hrmr.2020.100792>.

Kluger, A. N., Nir, D., & Kluger, Y. (2008). Personal Position Repertoire (PPR) from a bird's eye view. *Journal of Constructivist Psychology*, 21, 223-238. <https://doi.org/10.1080/10720530802071518>

PAPERS IN PREPARATION AND UNDER REVIEW

Nir, D., & Kluger, A. N., Inner Conflict and Well-being (Under review).

Nir, D., Psychological Transformation - A Taxonomy of Pathways (In preparation).

ANNEXES

ACADEMIC COURSES I TEACH

GRADUATE COURSES

Positive Leadership for Managers (Ono Academic College)

Business Negotiation Skills (Ono Academic College)

Negotiation Skills for Entrepreneurs (Reichman University)

Positive Psychology for Organizational Consultants (Reichman University)

INVITED TALKS

Nir, D. (2024). Invited keynote: Pathways of transformation within a dialogical self. Keynote presented at the 12th International Conference on the Dialogical Self, Tallinn, Estonia.

<https://psycharchives.org/en/item/452a0fc8-8f4d-4d73-970a-c4b7bc502266>

Nir, D. (2023) Invited Talk: Positive Leadership in Organizations—seminar for PhD students, Sapienza University of Rome.

Nir, D. (2023) Invited Workshop: The Feedforward Interview, Theory and Practice. Organizational Behavior Dept., Sapienza University of Rome.

PRESENTATIONS AT INTERNATIONAL CONFERENCES

Nir, D. (2024). The effect of everyday inner conflicts on well-being. Paper presented at the 12th European Conference on Positive Psychology, Innsbruck, Austria.

Nir, D. (2021). Invited Talk – Transformation within a Dialogical Self. Paper presented the 11th International Conference on the Dialogical Self, Barcelona, Spain [Online].

Nir, D. (2018). Invited Workshop – Liberating I-strengths and embracing I-weaknesses. Workshop presented the 10th International Conference on the Dialogical Self, Braga, Portugal.

Nir, D. (2018). Invited Symposium - Society in the self: The necessity of inner democracy, presented the 10th International Conference on the Dialogical Self, Braga, Portugal.

Nir, D. (2017). When Positive Psychology meets Decision making. Paper presented at the 30th Conference on Conflict Management, Berlin, Germany.

Nir, D. (2016). Invited Workshop – The path to resolving inner conflict and making decisions that make us happy. Workshop presented the 9th International Conference on the Dialogical Self, Lublin, Poland.

Nir, D. (2015). Resolving Inner Conflict and Reaching Win-Win Decisions. Paper presented at the 28th Conference on Conflict Management, Florida, USA.

Nir, D. (2015). Making Decisions that make us Happy. Paper presented at the 4th Congress in Positive Psychology, Florida, USA.

Nir, D. (2014). Acting out the dynamics of inner conflict – Putting on a show of I-positions. Workshop presented the 8th International Conference on the Dialogical Self, Athens, Greece.

Littman-Ovadia, H., & Nir, D. (2013). Looking forward to tomorrow: The buffering effect of a daily hope intervention. An invited lecture presented at a symposium of the Third World Congress on Positive Psychology (IPPA), Los-Angeles, CA.—Invited presentation.

Nir, D. & Kluger, A. N. (2012). What kinds of decisions make us truly happy? - Connecting everyday decision making and well-being. Paper presented at the 6th European Conference on Positive Psychology, Moscow, Russia.

Nir, D. (2012). A positive outlook on inner conflict: How to create win-win decisions that promote happiness and well-being? An invited workshop presented at the 6th European Conference on Positive Psychology, Moscow, Russia — invited workshop.

Nir, D. (2010). Democracy and dictatorship in the society of the mind: A Negotiational-Self perspective on integration within the self. Symposium organized: "The Quest for Integration within a Dialogical Self" for the 6th International Conference on the Dialogical Self, Athens, Greece.

Nir, D. (2010). On becoming the leaders of our own decisions: Applying Negotiational-Self theory towards integrative leadership. Paper presented at the 6th International Conference on the Dialogical Self, Athens, Greece.

Nir, D. (2008). Building inner harmony – The Negotiational Self Workshop. Workshop

presented at the 5th International Conference on the Dialogical Self, Cambridge, UK.

Nir, D. & Kluger, A. N. (2008). Thriving through inner conflict: The Negotiation-Self theory and its application for reaching integrative solutions within the self. Paper presented at the 4th European Conference on Positive Psychology, Rijeka, Croatia.

Nir, D. (2008). Thriving through inner conflict. Workshop presented at the 4th European Conference on Positive Psychology, Rijeka, Croatia.

Kluger, A. N. & Nir, D. (2006) Feedforward first – feedback later: a theoretical account. Paper presented at the 26th International Congress of Applied Psychology, Athens, Greece.

Kluger, A. N. & Nir, D. (2006) Creating innovation within the self through a Feedforward workshop. Workshop presented with Avraham N. Kluger at the Fourth International Conference on the Dialogical Self, Braga, Portugal.

Nir, D. & Kluger, A. N. (2006). The "Negotiation-Self": Resolving inner conflict with integrative (win-win) strategies. Presented at the 26th International Congress of Applied Psychology, Athens, Greece.

Kluger, A. N., Kluger, Y. & Nir, D. (2006) Personal Position Repertoire (PPR) from a bird's eye view. Paper presented at the Fourth International Conference on the Dialogical Self, Braga, Portugal.

Goldenberg, J., Nir, D., & Maoz, E. (2004). Creativity templates in negotiation. Paper presented at the 2004 KTAG conference on Creativity and Innovation, Kellogg School of Management, Northwestern University, Chicago, IL.

Nir, D. (2012). Integrative negotiations: Principles and evidence-based practices. Workshop delivered at the Higher School of Economics, Department of Psychology, Moscow, Russia.