

# Matylda Gerber

## CONTACT DETAILS

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## EDUCATION

- 2014-2019 **PhD**, Warsaw School of Economics, Poland  
*Thesis: "The Role of Intuition in Experts' Decision-Making"*
- 2009-2015 **MA in Psychology**, SWPS University of Social Sciences and Humanities, Wroclaw, Poland  
*Thesis: "Intuition as an Important Factor that Distinguishes Entrepreneurs from Employees"*
- 2010-2012 **MA in Finance**, University of Economics, Wroclaw, Poland  
*Thesis: "Investors' Behavior Analysis as an Important Part of the Decision-Making Process"*
- 2007-2010 **BA in Finance**, University of Economics, Wroclaw, Poland  
*Thesis: "Unrealistic Optimism and Overconfidence in Investing"*

## WORK EXPERIENCE

- 09 2019 –  
04 2021 **Expert in Behavioral Analysis**, Symmetrical.ai Limited, Warsaw, Poland  
*Providing research in banking sector on the role of unconscious processes on decision-making while credit granting*
- 11 2015 –  
09 2016 **Researcher in Computer Science Department**, Middlesex University, London, UK,  
*Research for VALCRI project - How Criminal Intelligence Analysts make decisions*
- 09-10 2015 **Psychological Trainer & Consultant**, Nowoczesna Political Party, Wroclaw, Poland,  
*Providing training for party members: Behavior in Critical Situations in Front of TV Camera*
- 06-08 2014 **Intern in Financial Analysis Department**, Penta Investments, Bratislava, Slovakia,  
*Creating financial valuation models for potential acquisitions in health care sector, providing benchmarking and global health care market analysis*
- 08-11 2013 **Intern in Mergers & Acquisitions Department**, Ernst & Young, Warsaw, Poland,  
*Providing analyzes in support of international transactions*
- 06-10 2012 **Business Psychologist**, Szkola Inwestowania Sp. Z o.o., Wroclaw, Poland,  
*Developing HR Crisis Warning System*
- 10 2011 –  
06 2012 **PR and Customer Account Specialist**, Time Solutions Sp. Z o.o., Wroclaw, Poland,  
*Developing new strategies to approach clients*
- 2008 - 2011 **PR and Marketing Specialist**, EMC Instytut Medyczny S.A., Poland, Ireland,  
*Creating and implementing marketing projects in 4 hospitals to improve the image of medical entities after privatization*

## AWARDS AND SCHOLARSHIPS

- 2021 **The Gary A. Klein Award for best contribution to NDM Theory** – for the research on expert headhunters
- 2019 **Finalist of the best idea for innovative start-up** – invited for MIT Technology & Innovation Bootcamp (Tokyo, Japan)
- 2017 **Scholarship for the best PhD students** (Warsaw School of Economics)
- 2015 **Best Student Paper Award** – International Conference on Naturalistic Decision Making (McLean, VA, USA)
- 2015 **Winner of the Unilever Future Leader League Competition** in Poland, **group leader** during Global Finals in London (Poland, UK)

- 2013 **The Fund for American Studies (TFAS)** – scholarship for young leaders to take part in 1-month program devoted to international conflict management (Prague, Czech Republic)

## PUBLICATIONS

1. **Gerber, M.** (2021). How do Experts Know that their Intuition is Right? Naturalistic Study on Executive Search Consultants. *Proceedings of the Naturalistic Decision Making and Resilience Engineering Symposium, Toulouse, France.*
2. **Gerber, M.** (in press). Support System for Intuition Based Decision Making – Practical Implications of the Research on Experts' Intuition.
3. **Gerber, M.** (2017). Insight Oriented Intuition as a New Negotiation Strategy. *Doctoral Consortium of the 17th International Conference on Group Decision and Negotiation.* M. Schoop and D. M. Kilgourv (eds), Hohenheim Discussion Papers in Business, 17-2017, 37-42.
4. **Gerber, M.** Szapiro, T. (2017). On Experts' Intuition as a Supportive Mechanism in Negotiations. *Proceedings of the 17th International Conference on Group Decision and Negotiation.* 16-2017, 279-288.
5. **Gerber, M.,** Wong, W. Kodagoda, N. (2017). How Analysts Think: What Triggers Insight? *Proceedings of the 13th International Conference on Naturalistic Decision Making, Bath, UK, 212-216*
6. **Gerber, M.,** Wong, W. Kodagoda, N. (2016). How Analysts Think: Decision-Making in the Absence of Clear Facts. *Proceedings of European Intelligence and Security Informatics Conference, 2016 IEEE.* Uppsala, Sweden, 132-135.
7. **Gerber, M.,** Wong, W. Kodagoda, N. (2016). How Analysts Think: Intuition, Leap of Faith and Insight. *Proceedings of the Human Factors and Ergonomic Society 2016 Annual Meeting.* Sage, Washington D.C., 173-177.
8. **Gerber, M.** (2015). Intuitive Potential and Predicting Entrepreneurship – a Study on a New Method of Measuring Intuition. *Proceedings of the International Conference on Naturalistic Decision Making,* McLean, VA, USA.
9. **Gerber, M.** (2014). The Role of Psychological Biases in Investment Decision-Making Processes. *Przegląd Organizacji.* 4, 45-50.

## PRESENTATIONS DURING CONFERENCES

10. **How Do Expert Know that Their Intuition is Right?** *2021 Naturalistic Decision Making and Resilience Engineering Symposium, Toulouse, France.*
1. **Experts' Decision-Making Model Under Deep Uncertainty.** *2018 Annual Meeting for the Society for Decision Making Under Deep Uncertainty (DMDU), Culver City, California.*
2. **Intuition leading to insight as a decision support strategy.** *2017 Annual Meeting for the Society for Judgment and Decision Making (SJDM), Vancouver, Canada.*
3. (1) **Insight Oriented Intuition as a New Negotiation Strategy.** (2) **On Experts' Intuition as a Supportive Mechanism in Negotiations.** *The 17th International Conference on Group Decision and Negotiation, Hohenheim, Germany.*
4. **How Analysts Think: What Triggers Insight?** *The 13th International Conference on Naturalistic Decision Making, Bath, UK.*
5. **How Analysts Think: Decision-Making in the Absence of Clear Facts.** *European Intelligence and Security Informatics Conference, 2016 IEEE, Uppsala, Sweden.*
6. **How Analysts Think: Intuition, Leap of Faith and Insight.** *Human Factors and Ergonomic Society 2016 Annual Meeting, Sage, Washington D.C.*
7. **Intuitive Potential and Predicting Entrepreneurship – a Study on a New Method of Measuring Intuition.** *The International Conference on Naturalistic Decision Making, McLean, VA, USA.*

## CERTIFICATED TRAININGS

- 2019 **MIT Technology & Innovation Bootcamp** (Tokyo, Japan) – accelerated training in running innovative start-up  
2017 **Shadow Box Training** (Washington D.C., US) – training in effective transfer of expertise to novices

## OTHER SKILLS

- Music composer, saxophone player, single-engine airplane pilot (PPL(A) license)
- Polish – native / English – fluent (C1) / German – intermediate (B2) / French – intermediate (B2)