

SOTIRIS GEORGANAS

Department of Economics
City, University of London
London EC1V 0HB

E-mail: sotigeo@gmail.com

Website: <http://www.georgana.net/sotiris>

PERSONAL

Born in Athens, 1980
Greek citizen

EDUCATION

Doctorate of Philosophy in Economics, University of Bonn, (2009)

Dissertation topic: Experimental and Theoretical Essays on Auctions and Financial markets

Advisor: Reinhard Selten

Diplom (analogous to MSc), University of Bonn, (2003)

Advisor: Benny Moldovanu

Vordiplom (BSc), University of Bonn, (2001)

Exchange years at the *Universitat Pompeu Fabra* in Barcelona, as an undergraduate (2002-2003) and as part of the European Doctoral Programme (2004-2005)

RESEARCH INTERESTS

Primary: Applied Game Theory, Experimental Economics and Bounded Rationality

Secondary: Financial Markets, Political Economy, Urban Economics

ACADEMIC EXPERIENCE

Reader (Associate Professor), City University London, Sep 2013 - present

Senior Lecturer, University of London – Royal Holloway, Jan 2012 - Aug 2013

Lecturer, University of London – Royal Holloway, 2009 - 2011

Postdoctoral fellow, The Ohio State University, 2007 - 2009

Research Assistant for R. Nagel, Universitat Pompeu Fabra, Barcelona, 2004

Teaching Assistant, Undergraduate Microeconomics, for A. Shaked, University of Bonn, 2002

RESEARCH VISITS

2023 March: University of Cyprus

2014 January - August: New York University, NYC

2012 April: Ecole Polytechnique, Paris

GRANTS, AWARDS AND SCHOLARSHIPS

City University, Research Impact Grant, 2023 (~13.000)

City University SASS QR-SPF grant, 2021 (~ £5.000)

Harvard T.H. Chan School of Public Health, 2021 (~ \$30.000)

British Academy Small Grant, 2018 (~ £10.000)

ESRC Small Grant “The Role of Speculators in Standard Auctions: An Experimental Study”, with Rod Garratt (~ £40.000)

Postdoctoral fellowship, The Ohio State University, 2007 - 2009

DFG scholarship (German Research Foundation), 2006-2007

Marie Curie fellowship (European Union, EDNET programme), 2004-2005

DFG scholarship (German Research Foundation), 2003-2004

PUBLICATIONS

- 1) [Asymmetric Auctions with Resale: An Experimental Study](#) (with John Kagel) (*Journal of Economic Theory*, Vol 146(1), 2011, Pages 359-371)
- 2) [Auctions with Toeholds: An Experimental Study of Company Takeovers](#) (with Rosemarie Nagel) (*International Journal of Industrial Organization*, Vol. 29, 2011, Pages 34-45)
- 3) [English Auctions with Resale: An Experimental Study](#) (*Games and Economic Behavior*, Vol. 73(1), 2011)
- 4) [Coalition Formation in a Legislative Voting Game](#) (with Nels Christiansen and John Kagel) (*American Economic Journal: Microeconomics*, Vol. 6(1), 2014, Pages 182-204)
- 5) [Frequency Bias in Consumers' Perceptions of Inflation](#) (with PJ Healy and Nan Li) (*European Economic Review*, Vol. 67, 2014, Pages 144-158)
- 6) [On the Persistence of Strategic Sophistication](#) (with PJ Healy and Roberto Weber) (*Journal of Economic Theory*, Vol. 159, 2015)
- 7) [Peer Pressure and Productivity: The Role of Observing and Being Observed](#) (with M. Tonin & M. Vlassopoulos) (*Journal of Economic Behavior & Organization*, 2015)
- 8) [Optimistic Irrationality and Overbidding in Private Value Auctions](#) (with Dan Levin and Peter McGee) (*Experimental Economics*, 2017)
- 9) [Speculation in Second Price Auctions with Resale: An Experimental Study](#) (with Rod Garratt) (*Games and Economic Behavior*, 2021)
- 10) [Covid-19: Early Curfews are not Effective and May Backfire](#) (with Alina Velias and Sotiris Vadoros) (*Social Science and Medicine*, 2022)
- 11) The Best is Yet to Come: Retirement and Prosocial Behaviour (with Ian Laliotis and Alina Velias) (*Journal of Economic Behavior & Organization*, 2022)

WORKING PAPERS

- Reputation vs Selection Effects in Markets with Informational Asymmetries (with Theodore Alysandratos and Matthias Sutter) (RnR, *Review of Economics and Statistics*)
- The Expert and The Charlatan: an Experimental Study in Economic Advice (with Theodore Alysandratos, Aris Boukouras and Zach Maniadis)
- Accurate Covid-19 prevalence measurement in the field (with Alina Velias and Sotiris Vadoros)
- Information Revealing Speculation in Financial Markets and Company Takeovers (with Michael Zaehring)

**WORK IN
PROGRESS**

Rules vs Discretion: Resistance to Reform in the Judiciary (with Konstantinos Kalliris and Stelios Michalopoulos)

Agenda Selection with Uncertain Issues: An Experimental Study (with Raphael Godefroy and Eduardo Perez-Richet)

REFEREE

American Economic Review, Econometrica, Journal of Political Economy, Review of Economic Studies, Journal of Economic Theory, Journal of the European Economic Association, Games and Economic Behavior, Economic Journal, AEJ: Microeconomics, International Economic Review, American Political Science Review, Management Science, European Economic Review, Experimental Economics, Scandinavian Journal of Economics, Journal of Economic Behavior and Organization, Economic Inquiry, Journal of Conflict Resolution, Theory and Decision, Southern Economic Journal.

**REFEREE FOR
GRANTS**

European Research Council, Dutch Science Foundation (NWO), Greek Scholarships Foundation (IKY), STARS Padova

**POLICY
CONSULTING**

Greek Competition Authority

**CONFERENCE
PRESENTATIONS**

- 2023** AMEF, Thessaloniki
- 2022** CRETE Conference, Tinos, Greece
- 2021** 7th Lancaster Game Theory Conference (invited talk)
Royal Econ. Society (programme committee member, no talk)
CRETE Conference, Naxos, Greece
- 2020** Royal Econ. Society (programme committee member, no talk)
ESA (online)
- 2019** ESA Los Angeles
CRETE Conference, Tinos, Greece
- 2018** IMEBESS, Florence
IMAEF, Corfu, Greece
ESA World Meeting, Berlin
CRETE Conference, Tinos, Greece
EARIE, Athens, Greece
- 2017** ESA, San Diego
CRETE Conference, Milos, Greece
- 2016** ESA World Meeting, Jerusalem
CRETE Conference, Tinos, Greece
Al-K, level-k workshop, Alicante, Spain
ESA North America, Tucson
Passive Choices workshop, Copenhagen
- 2015** ASSA Boston (*discussant*)
Behavioral Game Theory Workshop – U of East Anglia (invited speaker)
CRETE Conference, Chania, Greece
- 2014** Royal Econ. Society (programme committee member, no talk), Manchester
IMEBESS Oxford
LSE-NYU Conference on Political Science and Political Economy (*discussant*)
Workshop on Cognitive Skills and Strategic Sophistication, WZB, Berlin
CRETE Conference, Milos, Greece
ESA North America Meeting, Fort Lauderdale
- 2013** Royal Economic Society Annual (programme committee member), London
IMEBE Madrid
ESA World Meetings, Zurich
CRETE Conference, Naxos, Greece
- 2012** ESA North America Meeting, Tucson
IMEBE Castellón
Royal Economic Society Annual (programme committee member), Cambridge
- 2011** ASSA Denver
IMEBE Barcelona
Royal Economic Society Annual (programme committee member), London
ESA North America Meeting, Tucson
- 2010** Handbook of Exp. Economics-Volume II Conf. (*participation only*), Harvard
Econometric Society World Congress, Shanghai
ESA North America Meeting, Tucson
SEA Annual Meeting, Atlanta
- 2009** Econometric Society, NASM, Boston University
Econometric Society, FESAMES, University of Tokyo
Econometric Society, European Meeting, Universitat Pompeu Fabra-Barcelona
ESA International Meeting, Washington DC
- 2008** ESA North America meeting, Tucson
Midwest Mathematical Economics & Theory Meeting, OSU, (local organizer)
GAMES 2008, Northwestern University
ESA World meeting, Caltech

Econometric Society North American Meeting, Carnegie Mellon, June
 BDRM conference in San Diego, April
2007 Conference in Honor of Vernon Smith, Tucson, December
 Econometric Society North American Meeting, Duke University, June
 Econometric Society European Meeting, Budapest, August
 ESA international meeting, Rome
 Spring Meeting of Young Economists, Hamburg
2006 European Doctoral Programme Jamboree, Université Catholique de Louvain
2004 ESA international meeting, Amsterdam
2003 European Doctoral Programme Jamboree, Bonn

**INVITED
SEMINARS**

2023 University of Cyprus; **2020** University of East Anglia; **2019** Maastricht, Odense;
2015 Alicante University, University of Southam
 pton; **2014** NYU; **2013** University of Dortmund, Brunel University, University of
 Stirling, City University London; **2012** LMU Munich, Queen Mary-University of
 London; **2011** École Polytechnique-HEC Paris, Bocconi University, University of
 Aberdeen; **2009** University of London - Royal Holloway, Bocconi University; **2008** The
 Ohio State University; **2007** University of Bonn

COMPUTER SKILLS

Matlab, Stata, SPSS, LaTeX, ztree, php, html/CSS

LANGUAGES

Greek: mother tongue, English: fluent, German: near native level, Spanish: fluent,
 Catalan: elementary

REFERENCES

Available upon request.