

SOTIRIS GEORGANAS

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PERSONAL

Born in Athens 22 Oct. 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

2014 January - August: New York University, NYC

2012 April: Ecole Polytechnique, Paris

GRANTS, AWARDS AND SCHOLARSHIPS

British Academy Small Grant, 2018

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

Postdoctoral fellowship, The Ohio State University, 2007 - 2009

DFG scholarship (German Research Foundation), 2003-2004

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

DFG scholarship (German Research Foundation), 2006-2007

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)

WORKING PAPERS

Information Revealing Speculation in Financial Markets and Company Takeovers (with Michael Zaehrer)

Speculation in Second Price Auctions with Resale: An Experimental Study (with Rod Garratt)

WORK IN PROGRESS

Driving to the Beat: Selection vs Reputation in Markets for Credence Goods (with Theodore Alysandratos and Matthias Sutter)

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

Who is the Expert? (with Theodore Alysandratos, Aris Boukouras and Zach Maniadis)

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

Standard Auctions in Continuous Time: Learning and Convergence (with Theodore Alysandratos and Sergiu Ungureanu)

REFEREE

American Economic Review, Econometrica, Review of Economic Studies, Journal of Economic Theory, 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,

**CONFERENCE
PRESENTATIONS**

- 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**

2015 Alicante University, University of Southampton; **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.