

Konstantinos Georgalos, September 2023

CONTACT DETAILS	Department of Economics Lancaster University Management School Lancaster, LA1 4YX, U.K.	+44 (0)7563863505 ✉ k.georgalos@lancaster.ac.uk 🌐 http://georgalosk.weebly.com/
RESEARCH INTERESTS	Decision Making under Risk and Uncertainty, Behavioural and Experimental Economics, Game Theory, Computational Modelling of Behaviour and Cognition, Experimetrics	
TEACHING INTERESTS	Microeconomics, Behavioural Economics, Experimental Economics, Game Theory, Decision Theory	
EMPLOYMENT	<ul style="list-style-type: none">• Senior Lecturer in Behavioural and Experimental Economics: Lancaster University Management School, Department of Economics, U.K., 8/2021-present• Lecturer in Behavioural and Experimental Economics: Lancaster University Management School, Department of Economics, U.K., 8/2017- 8/2021• Developmental Lecturer in Behavioural and Experimental Economics: Lancaster University Management School, Department of Economics, U.K., 9/2014- 7/2017• Visiting Professor: Seconda Università degli Studi di Napoli, Department of Economics, Italy, June-September 2015, June-September 2016• Affiliated Researcher: ICRE8, the International Center for Research on the Environment and the Economy, Greece, September 2014- present	
EDUCATION	<p>The University of York, York, United Kingdom</p> <p>Ph.D. in Economics, October 2011- October 2014 (awarded with no corrections)</p> <ul style="list-style-type: none">• Dissertation Topic: “Essays on Dynamic Decision Making under Ambiguity”, Advisor: Prof. John D. Hey, Examiners: Prof. Glenn W. Harrison, Dr. Jia Chen <p>Toulouse School of Economics, Toulouse, France</p> <p>M.Sc., Economics (specialisation in Natural Resource and Environmental Economics), June, 2011</p> <ul style="list-style-type: none">• Dissertation Topic: “An Essay on the Evaluation of Non-market Goods: The Case of Dual Discount Rates”, Advisor: Prof. Christian Gollier <p>University of Athens, UADPhilEcon Doctoral Program in Economics, Athens, Greece</p> <p>M.Phil., Economics, June, 2010</p> <p>Athens University of Economics and Business, Athens, Greece</p> <p>B.Sc., Economics, September, 2007. Ranked 1st</p> <ul style="list-style-type: none">• Dissertation Topic: “Economics of Climate Change: Economic Efficiency, Equity and Sustainability”, Advisor: Prof. Phoebe Koundouri	

PUBLICATIONS

- On the Predictions of Cumulative Prospect Theory for Third and Fourth Order Preferences, with Ivan Paya and David Peel, *Theory & Decision*, 95 (2) 337-359.
- Higher Order Risk Attitudes: New Model Insights and Heterogeneity of Preferences, with Ivan Paya and David Peel. *Experimental Economics*, 26, 145-192.
- Risk Preferences, Gender Effects and Bayesian Econometrics, with Jess Alam and Harry Rolls, *Journal of Economic Behavior and Organization*, 202, 2022, 168-183.
- Dynamic Decision under Ambiguity: An Experimental Investigation, *Games & Economic Behavior*, 127, 2021, 28-46.
- On the Contribution of the Markowitz Model of Utility to Explain Risky Choice in Experimental Research, with Ivan Paya and David Peel, *Journal of Economic Behavior & Organization*, 182, 2021, 527-543.
- Nash Vs. Coarse Correlation, with Indrajit Ray and Sonali Sen Gupta, *Experimental Economics*, 23, 2020, 1178-1204.
- Testing the Hypothesis of Spontaneous Order, with John Hey, *Experimental Economics*, 23, 2020, 912-932.
- Comparing Behavioural Models Using Data from Experimental Centipede Games, *Economic Inquiry* 58, (1), 2020, 34-48.
- An Experimental Test of the Descriptive and Predictive Power of Dynamic Ambiguity Models, *Journal of Risk and Uncertainty*, 59 (1), 2019, 51-83.
- Individual vs. Group Decision Making: an Experiment on Dynamic Choice under Risk and Ambiguity, with Enrica Carbone and Gerardo Infante, *Theory & Decision*, 87(1), 2019, 87-122.

WORKING PAPERS

- Higher Order Risk Preferences in the Koszegi-Rabin Expectations-based Model, with David Peel and Ivan Paya (R&R 2nd round *Journal of Economic Behavior & Organization*).
- Learning under Ambiguity when Information Acquisition is Costly: an Experiment, with Martin Forster and John Hey. (under review).
- Gender Effects for Loss Aversion: A Reconsideration (under review).
- Precautionary Savings and Loss Aversion: Theory and Evidence, with Sanjit Dhami and Narges Darwish. (under review).
- Position Uncertainty in a Sequential Public Goods Game: An Experiment, with Sakib Anwar. (under review).
- Bayesian and Classical Approaches to Structural Estimation of Risk Attitudes, with Ariel Gu and Hong Il Yoo, (under review).
- Disentangling the Effects of Time Pressure on Risk Attitudes, with Harry Rolls.
- Heuristics and Biases in Risky Choice Under Risk, with Nathan Nabil.
- Testing Models of Complexity Aversion, with Nathan Nabil.
- Discrete Bidding in Japanese Auctions, with Ricardo Goncalves, Indrajit Ray and Sonali Sen Gupta.

WORK IN PROGRESS

- Commitment and Dynamic Decision Making Under Risk, with Nathan Nabil
- Can Machine Learning Methods Predict an Investor's Willingness to Pay?, with Kim Kaivanto.
- Decision Making and Fat Tail Distributions, with Kim Kaivanto.
- Does the Existence of Randomization at the Last Stage of a Procurement Process Affects the Incentives to Select the Best Contractors?, with Antonio Estache, Renaud Foucart and Thomas Serebrisky.
- Trust and Fairness: Contracting on a Share-based Platform, with Xishu Li and Ying Yin.
- Art Galleries as Informed Experts: an Experimental Study, with Paolo Di Caro, Isidoro Mazza and Arthur Schram.
- Problem Gamblers and the Markowitz model, with David Peel and Ivan Paya.
- Deciding for Others, with Jess Alam and Eyal Winter.

BOOK CHAPTERS

- Entrepreneurship under Risk and Uncertainty: a Review of the Experimental Evidence (2017) in Tur Porcar, A., and Soriano, R., D., Eds. Inside the Mind of the Entrepreneur, Springer.
- Playing with Ambiguity: An Agent Based Model of Vague Beliefs in Games (2014) in Adamatti, D., F., Dimuro, G., P., and Coehlo, H., Eds. Interdisciplinary Applications of Agent-Based Social Simulation and Modeling. Hershey, PA: IGI Global.

TEACHING EXPERIENCE

- Behavioural and Experimental Economics, Lancaster University, 2016-2021, course convenor, lecturer and tutor (evaluation 4.6/5)
- Game Theory, Lancaster University, 2014-19 (average evaluation 4.3/5), tutor
- Intermediate Microeconomics, Lancaster University, 2018, tutor
- Advanced Microeconomics, Lancaster University, 2016, 2021-22 (evaluation 4.2/5), lecturer and tutor
- Microeconomics 3, University of York, 2013 (evaluation 4.5/5), teaching fellow
- Microeconomics 2, University of York, 2011-2012 (average evaluation 4.3/5), teaching fellow
- Applications of IT in Economics, University of Athens, 2010
- Mathematical Economics, lab lectures on MATLAB®, University of Athens, 2010
- Database Administration, University of Athens, 2009

GRANTS

- Pump Prime funding with Sanjit Dhami for the project "Precautionary Savings and Loss Aversion: Theory and Evidence" £3000, 2021
- Leverhulme Emeritus Fellowship scheme (co-applicant with John Hey) for the project "Do humans evaluate research strategies optimally?" £6000, 2019.
- British Academy Small Research Grant for the project "Testing for the Emergence of Spontaneous Order", co-investigator with John Hey, £6930. 2016-18.
- Grant from the Università degli Studi di Catania for the project "Art galleries as informed experts: an experimental study" (with Paolo Di Caro, Isidoro Mazza and Arthur Schram), £5000.
- Grant from the Católica Porto Business School for the project "Discrete Bidding in Japanese Auctions" (with Ricardo Goncalves, Indrajit Ray and Sonali Sen Gupta), £1500. 2016.
- Early Career Small Grant: "Dynamic Choice under Ambiguity and Social Interaction", Lancaster University, 2015-17, £4000.
- LUMS Collaborative Writing award for academic visit to the Center for the Economic Analysis of Risk (Atlanta, GA), Lancaster University, 2016-17, £3300.

- Research Grant for the project “An Experimental Study on Using Correlation Devices to Play Normal Form Games” (with Sonali Sen Gupta and Indrajit Ray), Department of Economics, Lancaster University, 2014-16, £1800.
- Research Grant for the project “Dynamic Choice under Ambiguity”, Research and Impact Support, University of York, 2012-13, £1000.
- Research Grant for the project “Modelling Stochastic Choice under Risk” (with Xueqi Dong and John Hey), Research and Impact Support, University of York, 2012-13, £1000.

HONORS AND FELLOWSHIP

- Dean’s Award as part of the Digital Education Team Economics, Lancaster University Management School, 2021
- Dean’s Award for Early Career Teacher of the Year, Lancaster University Management School, 2018
- ‘Excellence in Teaching Certificate’, Department of Economics, University of York, 2011-14
- ‘Ellis Hunter Scholarship’, Teaching Scholarship, Department of Economics, University of York, 2011-14
- ‘Aronson Prize Winner for Best Designed Module’, Microeconomics 2, University of York (part of the teaching team)
- Scholarship for Doctoral Studies, Greek State’s Scholarships Foundation (3.5 years scholarship), 2010-14
- ‘George Halkiopoulos Grant’, G. Halkiopoulos foundation for top ranked student. Athens University of Economics and Business, 2007
- Athens University of Economics and Business. Top ranked graduate. 2007

CONFERENCE PRESENTATIONS

- 2012: Testing Theories of Choice, Max Planck Institute for Human Development
- 2013: ESA World Meeting, Florence Workshop on Behavioural & Experimental Economics, White Rose WRDTC, York PhD Workshop
- 2014: FUR14, White Rose WRDTC
- 2015: ESA Heidelberg, them’15, DEMADYN15, Invited Lectures on Decision Making under Ambiguity, University of Naples 2
- 2016: NIBS16, Experimental Finance 2016, Behavioural Finance Working Group, FUR16
- 2017: RES Junior Symposium, Newcastle University Business School (invited), ESA Vienna
- 2018: Experimental Finance 2018, FUR18, ESA World Meeting
- 2019: ESA European Meeting, CPT Workshop Cork, University of York (invited)
- 2020: IESEG-Lille (invited), Durham Business School (invited), Leicester University (invited)
- 2021: University of Crete (invited)
- 2022: University of Warsaw (invited), University of York (invited), ESA Bologna
- 2023: University of Liverpool (invited), Nova Business School Lisbon (invited), ESA Exeter (scheduled)

COURSES AND SUMMER SCHOOLS	<ul style="list-style-type: none"> • Royal Economic Society Easter Training School: Behavioural Economics, Colin Camerer, Vincent Crawford, Oxford, March 2015 • Game Theory Symposium, York, 19-20 June 2014 • York Summer School on Game Theory, York, 17-18 June 2014 • Summer School in Experimetrics. Instructor: Prof. P. Moffatt. 15-16 May 2014. University of East Anglia • RES-York Summer School on Game Theory, York, 17-18 June 2013 • Game Theory Symposium, York, 13-14 June 2013 • PhD Workshop Experimental Development Economics: Lab in the Field, University of East Anglia, London, May 2013 • Public Policy in an Uncertain World, Charles Manski. Cemmap masterclass. London, 25-26 March 2013 • Introduction to Agent-Based Modeling, University of Manchester, 28 February-1 March 2013. (use of NetLogo) • Software Carpentry Workshop on Scientific Programming, University of Newcastle, 14-15 May 2012
PERSONAL DEVELOPMENT	<ul style="list-style-type: none"> • Postgraduate Certificate in Academic Practice (PGCAP1), Fellow of The Higher Education Academy, Lancaster University 2016 • Postgraduate Research Assistants/Tutors Workshop, Economics Network of the Higher Education Academy, York, October 2011 • ‘Training in Comparative Research and Analysis’, (160 hours seminar), Institute of Greek Politics, University of Athens. January-May 2008
REFEREING	<ul style="list-style-type: none"> • Economic Journal, Management Science (3), Journal of Economic Behavior & Organization (3), Experimental Economics, Theory & Decision (4), Economic Modelling, Games, Water Resources and Economics, Sustainability, Eastern Economic Journal, Journal of the Economics Science Association
REFEREING	<ul style="list-style-type: none"> • Reviewer for the Economic and Social Research Council(ESRC) • Reviewer for the UKRI (UK Research and Innovation) • Reviewer for the Behavioural Economics Guide 2020, 2021
PHD SUPERVISION	<ul style="list-style-type: none"> • Harry Rolls (completed) • Yitzit Oezcelic (completed) • Jess Alam • Nathan Nabil
PHD EXAMINATION	<ul style="list-style-type: none"> • Sakib Anwar (Internal) • Lukman Hakim (External-Durham University)

ADMINISTRATION	<ul style="list-style-type: none"> • Manager of the Lancaster Experimental Economics Lab (LExEL) • Representative to the Lancaster University Ethics Committee • Digital Teaching Delivery Departmental Officer • Departmental Ethics Committee Representative • Member of the Departmental Teaching Committee 	
OTHER PROFESSIONAL SERVICE	<ul style="list-style-type: none"> • Member of the Organising Committee for the Lancaster PhD Summer School on Behavioural and Experimental Economics 2022, Lancaster University • Member of the Organising Committee for the Lancaster Game Theory Conference 2021,2022, Lancaster University • Organiser of the Brown-bag seminar in Experimental and Behavioural Economics, Lancaster University • Member of the Organising Committee for the FUR'18 Conference (Foundations of Utility and Risk), University of York, June 2018 • Member of the Scientific Committee of the 1st Athens meeting of Behavioral and Experimental Economics and Social Sciences, University of Athens, May 2016 • Member of the Organising Committee of the 3rd White Rose DTC Conference in Economics, organised by the ESRC White Rose Doctoral Training Centre. Sheffield, April, 2014 • Member of the Organising Committee of the 3rd PhD Conference in Economics 2010, in Memory of Vassilis Patsatzis. Department of Economics, University of Athens. Athens, 13-14 May 2010 	
SOFTWARE SKILLS	<ul style="list-style-type: none"> • Statistical Packages: R, Stata • Scientific Programming: SciPy, Matlab-Simulink, Mathematica • Programming Languages and Applications: Python, L^AT_EX, MS-Office • Experimental Economics Software: PyQt5, O-Tree, ORSEE recruiting system, hroot recruiting system 	
LANGUAGES	<ul style="list-style-type: none"> • Greek (native), English (proficient), French (advanced) 	
PROFESSIONAL MEMBERSHIPS	Economics Science Association, Royal Economic Society, Society for Experimental Finance	
REFERENCES	<p>John D. Hey Emeritus Professor of Economics and Statistics Department of Economics and Related Studies University of York, U.K.</p> <p>Glenn Harrison Professor C.V. Starr Chair in Risk Management and Insurance Department of Risk Management and Insurance Georgia State University, U.S.A.</p> <p>Ivan Paya Professor of Economics Department of Economics Lancaster University Management School, LA1 4YX, UK.</p> <p>Phoebe Koundouri</p>	<p>Phone: +44(0) 01904 323786 E-mail: john.hey@york.ac.uk</p> <p>Phone: (407) 489-3088 E-mail: gharrison@gsu.edu</p> <p>Phone: +44 (0)1524 593504 E-mail: i.paya@lancaster.ac.uk</p>

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