

# A/Prof. Paul Pezanis-Christou

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School of Economics  
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## Past positions

- 2004 – 2012 Associate Professor, Dept of Economics and Management, University of Strasbourg
- On leave at the University of New South Wales, School of Economics : 2010-2012
  - On leave at the French National Center for Scientific Research (CNRS) : 2008 – 2010
- 2001 – 2004 Research Officer at the Institute of Economic Analysis, Barcelona
- 1998 – 2001 Research Fellow of the European Union ENDEAR Programme
- Institute of Economic Analysis, Barcelona : 2000 – 2001
  - Department of Economics, University of Pompeu Fabra, Barcelona : 1999 - 2000
  - Laboratory for Experimental Economics, University of Bonn : 1998 - 1999
- 1995 – 1998 Lecturer, School of Economics, University of New South Wales

## Education

- 2010 ‘Habilitation’ in Economics, University of Strasbourg
- Report Title: *“Structure and Behavior”* (in French)  
Garantor: Rodolphe Dos Santos Ferreira  
Committee: Werner Güth, Alan Kirman, Florence Naegelen, Bernard Ruffieux, Marie-Claire Villeval and Marc Willinger.
- 1991 – 1995 Doctoral studies in Economics, European University Institute, Florence
- Thesis Title : *“Three Essays on Competitive Bidding”* (completed in June 1997)  
Supervisor : Alan Kirman  
Committee : Louis-André Gérard-Varet, Ron Harstad and Louis Phlips.
- 1990 *Diplôme d’Etudes Approfondies “Mathematical Economics and Econometrics”*, GREQAM
- 1990 *Magistère Ingénieur Economiste*, Aix-Marseille University and GREQAM

## Fields of Research

Applied Game Theory, Auction Markets, Behavioural and Experimental Economics, Microeconomics.

## Teaching Experience

Undergraduate:

- Applied Microeconomics, Applied Public Economics, Contract Theory, Environmental Policy, Game Theory, Industrial Organisation, Intermediate Microeconomics, Macroeconomics, Mathematics for Economists.

Graduate / PhD:

- Auction markets, Behaviour and Expectations, Experimental Economics, Microeconomic Theory.

## Invited Visiting Positions

December 2014	Professorial Research Scholar, Max Planck Institute of Economics, Jena
April 2014	Research Scholar, GREQAM, Aix-Marseille School of Economics
September 2012	Professorial Research Scholar, Max Planck Institute of Economics, Jena
May 2010	Professorial Research Scholar, Max Planck Institute of Economics, Jena
March 2003	Professor, GREQAM, University of Aix-Marseille III
June 2002	Professorial Research Scholar, Max Planck Institute of Economics, Jena
September 2001	Researcher, CentER, Tilburg University
April 2001	Researcher, CentER, Tilburg University
Oct. - Dec. 1998	Professor, School of Economics, Free University of Bolzano
July 1998	Researcher, CentER, Tilburg University

## Publications

Believing in correlated values in spite of independence: An indirect evolutionary analysis (with Werner Güth), forthcoming in *Economics Letters*.

Loss aversion and learning to bid (with Dennis Dittrich, Werner Güth and Martin Kocher), *Economica*, 2012, 79(314), 226-257.

Organisational structure, communication and group ethics (with Matthew Ellman), *American Economic Review*, 2010, 100(5), 2478-2491.

Competition with forward contracts: A laboratory analysis motivated by electricity market design (with Jordi Brandts and Arthur Schram), *Economic Journal*, 2008, 118, 192-214.

Bidding behavior at sequential first-price auctions with(out) supply uncertainty: A laboratory analysis (with Tibor Neugebauer), *Journal of Economic Behavior and Organization*, 2007, 63(1), 55-72.

Auctions for government securities: A laboratory comparison of the discriminatory, uniform and Spanish designs (with Klaus Abbink and Jordi Brandts), *Journal of Economic Behavior and Organization*, 2006, 61(2), 284-303.

[Book Review] "Auctioning Public Assets: Analysis and Alternatives", by Maarten C.W. Janssen (Ed.), Cambridge University Press, for *The World Economy*, 2005, 28(10), 1559.

An experimental test of design alternatives for the British 3G/UMTS auction (with Klaus Abbink, Bernd Irlenbush, Bettina Rockenbach, Abdolkarim Sadrieh and Reinhard Selten), *European Economic Review*, 2005, 49 (2), 505-530.

[Reprinted in "New Developments In Experimental Economics", Enrica Carbone and Chris Starmer (eds), Volume I, Edward Elgar Publishing, 2007.]

On the impact of Low-Balling: Experimental results in asymmetric auctions, *International Journal of Game Theory*, 2002, 31(1), 69-89.

Pareto's compensation principle (with Murray Kemp), *Social Choice and Welfare*, 1999, 16(3), 441-444.

[Reprinted in "International Trade and National Welfare", Murray Kemp (ed.), Routledge 2001.]

## Papers in progress / revision

Should I stay or should I go? (with Alan Kirman and François Laisney),

More certainty or more money: Asymmetric reactions in a stochastic bargaining experiment (with Anna Conte and Werner Güth),

Counterintuitive learning (with Alan Kirman and Nobuyuki Hanaki),  
 Structural inferences from first-price auction data (with Andres Romeu),  
 On the randomness of supply in multi-unit auctions (with Tibor Neugebauer and Nobuyuki Hanaki),

## Working papers

Asymmetric multiple object first-price auctions, *School of Economics Working Paper # 07-2013*.  
 Structural inferences from first-price auction data (with Andres Romeu), 2007  
 Elicited bid functions for (a)symmetric first-price auctions (with Karim Sadrieh), 2004  
 Sequential descending-price auctions with asymmetric buyers: evidence from a fish market, 2000  
 Sequential auctions with supply uncertainty, *UNSW School of Economics Discussion Paper Series #96/15*.

## Presentations

**Conferences and Workshops:** Australian and New-Zealand Workshop in Experimental Economics (Sydney 2010, Monash 2011, Adelaide 2014); Economic Science Association (Amsterdam 2000, Barcelona 2001, Erfurt 2003, Strasbourg 2002, Tucson 1996, 2009, Hawaiï 2014); Econometric Society (New-Orleans, 1997); European Economic Association (Lausanne, 2001); Louis-André Gérard-Varet Days (Marseille, 2013).

**Invited presentations:** Centre for Economic Perspectives and Research (London, 2001); ESEI-UTS Workshop on Market Design in Honour of John Ledyard (Sydney, 2014); Institut Henri Poincaré (Paris, 2007); Max Planck Institute (Jena, 2001, 2002, 2012); Tinbergen Institute (Amsterdam, 1999); Supélec (Paris, 2006); Workshop on Auction Markets (Louvain-La-Neuve CORE, 1999, Brussels, 2000); University of Aix-Marseille II (GREQAM, 1999, 2003, 2009, 2014), Adelaide (2012), Alicante (2004), Bonn (1999), Franche-Comté (CRESE, 2009), Gröningen (2001), Luxembourg (2008), Lyon (GATE, 2009), Melbourne (1997), Murcia (2008), New South Wales (1995, 2010), Pompeu Fabra (1998), Purdue (Krannert School of Management, 2003), South Australia (2011), Sydney (1996, 2010), Technology Sydney (2011), Tilburg (CentER, 1998, 1999, 2000, 2001), West French Indies (CEREGMIA, 2010), Western Australia (2011, 2012) and Woolongong (2011).

## Grants

2014-2016	<p><i>"Information quality in auctions of multiple objects"</i>  <u>Granting agency:</u> Australian Research Council, <i>Discovery Project #140102949</i>.  <input checked="" type="checkbox"/> Principal Investigator   <input type="checkbox"/> Team Member   <input type="checkbox"/> Partner</p>
2009-2011	<p><i>"Time-use, domestic production and public goods in the intra-household decision process: Theoretical, empirical and experimental approaches"</i>  <u>Granting agencies:</u> French and German National Research Agencies (Agence National de la Recherche and Deutsche Forschungsgemeinschaft)  <input type="checkbox"/> Principal Investigator   <input type="checkbox"/> Team Member   <input checked="" type="checkbox"/> Partner</p>
2008	<p><i>"Renovation of the Laboratory for Experimental Economics"</i>  <u>Granting agency:</u> Scientific Council of the University of Strasbourg  <input checked="" type="checkbox"/> Principal Investigator   <input type="checkbox"/> Team Member   <input type="checkbox"/> Partner</p>
2004-2006	<p><i>"Market Structures and Individual Behavior"</i>  <u>Granting agency:</u> Scientific Council of the University of Strasbourg  <input checked="" type="checkbox"/> Principal Investigator   <input type="checkbox"/> Team Member   <input type="checkbox"/> Partner</p>
2002-2005	<p><i>"Experimental Economics at the Institute of Economic Analysis"</i>,  <u>Granting Agency:</u> Spanish Ministry of Science and Technology (# SEC2002-01352)  <input type="checkbox"/> Principal Investigator   <input checked="" type="checkbox"/> Team Member   <input type="checkbox"/> Partner</p>

- 1997      *"Price Formation and Market Structure"*  
Granting agency: University of New South Wales (Special Research Grant)  
 ■ Principal Investigator   □ Team Member   □ Partner
- 1996      *"Laboratory Experiments on Asymmetric Auctions"*  
Granting agency: University of New South Wales (Special Research Grant)  
 ■ Principal Investigator   □ Team Member   □ Partner

## Supervision and PhD Thesis Committees

- 2013    Honours Thesis Supervision at University of Adelaide,  
 Candidate: Thomas Sheldrick, *"Tacit collusion and risk in auctions: the effect of market size and asset uncertainty in repeated first-price common value auctions"*
- 2002    Member of Doctoral thesis committee at Autonomous University of Barcelona,  
 Candidate: Irene Martinez, *"Three Essays on First-Price Auctions"*
- 2000    Member of Doctoral thesis committee at Autonomous University of Barcelona,  
 Candidate: Andres Romeu, *"Some Applications of Simulation Methods and Semi Parametric Models in Microeconomics Analysis"*
- 1998    Honours Thesis Supervision at University of New South Wales,  
 Candidate: Julian Eggleston, *"Econometric modelling of the NSW Electricity Market"*

## Organisation of summer schools and workshops / conferences

- 2014      Co-organiser of the Australia New Zealand Workshop in Experimental Economics (ANZWEE),  
 University of Adelaide (October 1-3)
- 2012      Co-organiser of the Workshop on Auctions and Market Design at the Australian School of  
 Business, University of New South Wales, Sydney, (March 16-17)
- 2010      Member of the Scientific Committee of the *French Association of Experimental Economics*  
 (AFSEE).
- 2007 – 2010    Member of the Scientific Committee of the *Experimental Economics Days*.
- 2008      Co-organiser of the Doctoral Workshop on Game Theory at the University of Konstanz,  
 (27-28 October)
- 2006      Organiser of the *LEA Workshop on Coordination and Market Experiments* at BETA,  
 Strasbourg, (March 10-11)
- Co-organiser of the 8<sup>th</sup> *Experimental Economics Days* at University of Strasbourg (June 1-2)
- 1999 – 2000    Co-organiser and Lecturer at the *ENDEAR Summer Schools* (Bari, 1999 and Barcelona, 2000)
- 1998      Organiser of a workshop on "Learning and Interaction in Economics" at University of New  
 South Wales, (April)

## Reviewing

**Journals:** *American Economic Review, Australian Journal of Management, Bulletin of Economic Research, Economic Inquiry, Economic Journal, Economic Modelling, Economic Theory, European Economic Review, European Journal of Political Economy, Experimental Economics, International Journal of Industrial Organization, International Journal of Game Theory, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of the European Economic Association, Management Science, Review of Finance, Revue Économique and Social Choice and Welfare.*

**Institutions:** *Australian Research Council* (Australia), *Direccion Adjunta de la Investigacion Cientifica* (Mexico), *Economic and Social Research Council* (UK), *National Research Foundation* (Korea).

## Awards

- 2010 Excellence in Refereeing Award from the *American Economic Review*.
- 2009-2013 *Prime d'Excellence Scientifique* (Premium for Scientific Excellence) jointly awarded by the French National Council of Universities and the Scientific Council of the University of Strasbourg.

## Administrative Service

- 2013 – School of Economics Associate Head of Research (Adelaide)
- 2013 – Member of the School of Economics Executive Committee (Adelaide)
- 2013 Coordinator of the School of Economics Seminar Series (Adelaide)
- 2005 – 2010 Director of the Laboratory of Experimental Economics of Strasbourg (LEES)
- 2005 – 2010 Elected member of BETA's Board of Research (Strasbourg)
- 2005 – 2010 Elected member of the Department of Economics Recruiting Committee (Strasbourg)
- 2006 – 2008 Elected member of the Department of Economics Board of Teaching (Strasbourg)
- 2007 Pedagogical Responsible of Masters diplomas in Economics (Strasbourg)

## Miscellaneous

Consulting for London Economics Ltd. : April 1999

**Languages:** French and English (fluent), Dutch, Greek and Spanish (very basic)

## References

Available upon request.