

# Curriculum Vitae

Andis Sofianos

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## Research Fields:

Generally: Behavioural and Experimental Economics.

More specifically: Trust, Personality, Cooperation, Intelligence, Learning, Cryptocurrency Markets, Rev. Bayesianism

## Employment

2017- **Post-doctoral Fellow**  
Alfred Weber Institute, Department of Economics, University of Heidelberg, Germany

## Education

2011-2016 **PhD in Economics**  
University of Warwick, UK  
*Thesis Title:* Individual and Group Characteristics and their Economic Implications

2010-2011 **MSc in Economics and Psychological Science (with distinction)**  
University of Warwick, UK  
*Dissertation Title:* Diversification Bias

2007-2010 **BSc in Economics (with First Class Honours)**  
University of Warwick, UK  
*Final Year Project:* Relative Income Effects on Self-Reported Wellbeing

## Academic Visits

Sept - Nov 2014 **Visiting Researcher**, University of Minnesota

## Publications

- *Self-reported & Revealed Trust: Experimental Evidence*, In Press, (**Journal of Economic Psychology**)
- *Intelligence, Errors and Cooperation in Repeated Interactions* (with Eugenio Proto and Aldo Rustichini), Forthcoming, **The Review of Economic Studies**
- *The Binary Lottery Procedure does not induce risk neutrality in the Holt-Laury and Eckel-Grossman tasks* (with Oliver Kirchkamp and Joerg Oechssler), May 2021, **Journal of Economic Behavior & Organization**, Vol. 185: 348-369
- *Intelligence, Personality and Gains from Cooperation in Repeated Interactions* (with Eugenio Proto and Aldo Rustichini), June 2019, **Journal of Political Economy**, Vol. 127, no. 3 : 1351-1390.

## Working Papers

- *Intelligence Disclosure and Cooperation in Repeated Interactions* (with Marco Lambrecht, Eugenio Proto and Aldo Rustichini), October 2021, CEPR-DP16656
- *The conditional contribution mechanism for repeated public goods: the general case* (with Joerg Oechssler and Andreas Reischmann)
- *Does mining fuel bubbles? An experimental study on cryptocurrency markets* (with Marco Lambrecht and Yilong Xu)
- *Reverse Bayesianism: Revising Beliefs in Light of Unforeseen Events* (with Christoph K. Becker, Tigran Melkonyan, Eugenio Proto and Stefan T. Trautmann), May 2021, CESifo Working Paper No. 8662
- *Personality as a skill: Evolving compositions of personality traits* (with Gordon Brown).

## Work in Progress

- *Personality and Cooperation* (with Eugenio Proto and Aldo Rustichini)
- *Disentangling Errors* (with Eugenio Proto and Aldo Rustichini)
- *Intelligence, Cooperation & Cognitive Load* (with Marco Lambrecht, Eugenio Proto, Jan Rummel and Aldo Rustichini )
- *Moral Wiggle Room in Public Good Contributions* (with Danae Arroyos-Calvera )
- *Affirmative Action, Discriminatory Beliefs and Backlash* (with Abhinash Borah, Ashwini Deshpande, Véronique Gille, and Rajesh Ramachandran)
- *Preference-based Games and Equilibrium Play in 2x2 Games* (with Hannes Rau and Florian Kauffeldt)
- *Hierarchy and Organisational Efficiency* (with Christopher Kops)

## Research Experience

- 2016      Research Assistant to David Hugh-Jones and Carlo Perroni
- 2016      Research Assistant to Kirill Pogorelskiy
- 2013      Research Assistant to Andrew Oswald, Eugenio Proto and Daniel Sgroi

## Editorial and Referee Activity

### Guest Editor

2021-2022 Special Issue on *Cognition and Economic Behavior* in Journal of Economic Psychology

### Referee

American Economic Review, Canadian Journal of Economics, Economic Journal, European Economic Review, Games and Economic Behavior, International Economic Review, Theory and Decision, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Public Economics, PLOS ONE

## Teaching Experience

- 2018-      Lecturer, Experimental Economics (Undergraduate)
- 2017-      Instructor, Blockseminar in Topics in Experimental Economics (Undergraduate)
- 2017-      Teaching Assistant, Advanced Microeconomics (Postgraduate)
- 2016-2017 Lecturer, Experimental Economics (Postgraduate)
- 2015-2019 Lecturer, Behavioural Economics Summer Course (Undergraduate)

- 2014-2017 Teaching Assistant, Experimental Economics (Postgraduate)
- 2014-2015 Teaching Assistant, Behavioural Economics (Postgraduate)
- 2014 Lecturer and Teaching Assistant, Behavioural Economics Summer Course (Undergraduate)
- 2012-2017 Teaching Assistant, Microeconomics I (Undergraduate)

## Awards & Prizes

- 2015-2017 Teaching Fellowship at Economics Department, University of Warwick
- 2011-2015 PhD Fellowship by the ESRC - Grant: ES/J500203/1
- 2006 Award in essay competition for economic effect of a potential solution to the Cyprus problem

## Conferences/Seminar Presentations

### *Presented*

- 2021 Royal Economic Society (RES) Annual Conference, Canadian Economic Association Annual Meeting, 13th Maastricht Behavioral and Experimental Economics Symposium (M-BEES), International Association for Research in Economic Psychology (IAREP) and the Society for the Advancement of Behavioral Economics (SABE) Conference, Behavioral Game Theory Conference, European Economic Association (EEA) Annual Congress, European Meeting of the Econometric Society - Copenhagen, Learning, Evolution and Games (LEG) Conference, 11th International Conference of the French Association of Experimental Economics (ASFEE), Young Economists' Meeting, Bar-Ilan University, Durham University
- 2020 Economic Science Association (ESA) Global 2020, University of Sussex, University of Birmingham
- 2019 HeiKaMaX, RES Annual Conference, (De-)contextualizing the analysis of trust – a discussion about the conditions of social trust” workshop, ESA North-American Meeting - Los Angeles
- 2018 ESA World Meeting - Berlin, Conference on Decision Sciences - Konstanz
- 2017 RES Annual Conference, International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), 10th M-BEES, University of Padua, European Meeting of the Econometric Society - Lisbon, Annual Meeting of Association of Southern European Economic Theorists (ASSET), HeiKaMaxY
- 2016 WBS Dr@w Forum, RES Annual Conference, 9th M-BEES, Foundations of Utility and Risk Conference (FUR) 2016, Social and Biological Roots of Economics Workshop (SBREW 2016), EEA Annual Congress - Geneva, ESA European Meeting - Bergen
- 2015 Warwick Economics Summit 2015, RES Inaugural Symposium of Junior Researchers, 8th M-BEES, WBS Dr@w Forum, EEA Annual Congress - Mannheim, Social and Biological Roots of Cooperation and Risk Taking Workshop (SBRCR), University of Trento
- 2014 3rd Midlands Doctoral Training Centre (DTC) Conference, Invited Guest Speaker at Breck (Minneapolis)
- 2013 Behavioural Science Group Miniconference/Awayday, 2nd Midlands DTC Conference, Behavioural Economics Reading Group

### *Attended*

- 2016 Warwick Economics PhD Conference
- 2015 NBER Political Economy Program Meeting, NBER Economics of Culture and Institutions Meeting\*
- 2014 Individual Characteristics and Economic Decisions, RUD 2014, Warwick Theory Workshop 2014, Bounded Rationality in Choice Workshop
- 2013 PhD Conference, Warwick Theory Workshop 2013

- 2012 ESRC First Year Student Conference, 1st Midlands DTC Conference  
2011 Modern Society and the Economics of Happiness: Warwick

### *Organised*

- 2015 Warwick Economics PhD Conference  
2014 Warwick Economics PhD Conference  
2013 2nd Midlands DTC Conference

\*Co-author presented joint paper

## **Summer Schools**

- 2013 National University of Singapore Behavioural Economics Summer Institute  
1st Econometric Society Summer School in Seoul, Korea - On Bounded Rationality Models

## **Administrative Experience**

- 2012-2013 Graduate Staff-Student Liaison Committee PhD Student Representative  
2012-2014 Student Representative in the Postgraduate Steering Group  
2011-2015 Student Representative in the Economic and Social Research Council (ESRC) Doctoral Training Centre (DTC) Warwick Management Committee

## **Technical Skills**

Stata, MATLAB and ZTree

## **Languages**

Greek (Native), English (Fluent), German (Conversational)

## **References**

Professor Jörg Oechssler  
Department of Economics  
University of Heidelberg, Germany  
Email: oechssler@uni-hd.de

Professor Eugenio Proto  
Adam Smith Business School  
University of Glasgow, UK  
Email: Eugenio.Proto@glasgow.ac.uk

Professor Aldo Rustichini  
Department of Economics  
University of Minnesota, USA  
Email: Aldo.Rustichini@gmail.com