DR. ORESTIS KOPSACHEILIS

Technical University of Munich, School of Management, Arcisstraße 21, 80333 Munich, Germany ☑ orestis.kopsacheilis@tum.de

https://kopsacheilis.com

y @Orestis_Kps

Employment History

2020 – · · · Postdoctoral Research Fellow Technical University of Munich

2018 – 2020 Research Fellow University of Nottingham

Research Interests

My research focuses on decisions under uncertainty in individual and social contexts as well as the ensuing policy applications to high-risk decision areas such as medical decision making. I am also interested in the methodological challenges that underpin the elicitation of more accurate and replicable measures of subjective preferences, beliefs and tastes. I pursue these investigations through a mixture of lab, online and field experiments as well state of the art statistical modelling.

Education

2014 – 2019 Ph.D., Economics University of Nottingham, Nottingham.

Thesis title: The description-experience gap in individual and social decisions under risk and uncertainty.

2012 – 2013 M.Sc. Economics University of Amsterdam, Amsterdam.

2004 – 2009 **B.Sc. Business Administration** University of Piraeus, Athens.

Research Articles

Iournal Publications

'An inquiry into the nature and causes of the Description - Experience gap' (with Robin Cubitt & Chris Starmer). *Journal of Risk and Uncertainty*, 65(2), 105–137. (lead article).

'Limits of the social-benefit motive among high-risk patients: a field experiment on influenza vaccination behaviour' (with Burcu Isler, Ozan Isler & Eamonn Ferguson). *BMC Public Health*, 20(1),1-9.

The role of information search and its influence on risk preferences'. *Theory and Decision*, 84(3), 311-339. (lead article).

Work in Progress

- "The description-experience gap in cooperation' (with Ozan Isler & Dennie van Dolder). R&R in Games and Economic Behavior
- Order Effects in Eliciting Preferences' (with Sebastian J. Goerg).

- *Crowdsourcing the assessment of wine quality' (with Pantelis P. Analytis, Karthikeya Kaushik, Stefan M. Herzog, Bahador Bahrami and Ophelia Deroy). R&R in Journal of Wine Economics
- Is there an 'I' in persuasion' (with Valeria Burdea).
- 'A horse-race between elicitation methods of risk preferences' (with Dennie van Dolder & Jörg Weber.

Awards and Grants

- Project Grant for 'Crowd-sourcing the quality of wine' (\$2,000, funding body: American Association of Wine Economists)
- Project Grant for 'Is there an 'I' in persuasion' (£3,150, funding body: Economic and Social Research Council (ES/Poo8976/1))
- 2014 − 2017 Vice Chancellor's Scholarship for Academic Excellence, University of Nottingham (£43,740)
 - Economics Teaching Excellence Scholarship, University of Nottingham (£9,000)

 Based on 2 consecutive Teaching Excellence Award (2015, 2016)
 - Project Grant for 'A horse race between elicitation methods of Cumulative Prospect Theory' (£2,500, funding body: ESRC funded Network for Integrated Behavioural Science (ES/K002201/1))
 - Project Grant for 'The Description Experience Gap in Cooperation' (£3,000, funding body: ESRC funded NIBS (ES/K002201/1))
 - Project Grant for 'Limits of the social-benefit motive among high-risk patients: a field experiment on influenza vaccination behaviour' (£660, funding body: University of Health Sciences, Istanbul Training and Research Hospital)
 - Interdisciplinary Collaboration Project Award (£1,500 project grant for 'Seeding a Seed': an interdisciplinary research project on antimicrobial resistance, University of Nottingham)
 - 2014 Datathlon, Greece 2014' (3rd place): National big-data analysis competition.

Teaching

Technical University of Munich

2020 – 2023 Lecturer for Behavioural Economics

Lecturer for Decisions under Uncertainty from Description and from Experience

University of Nottingham

2017 – 2018 Tutorials for Econometrics I

Tutorials for Industrial Economics

2016–2017 Tutorials for Econometrics I

- Tutorials for Current Economic Issues II
- 2015-2016 Tutorials for Introduction to Microeconomics
 - Tutorials for Quantitative Economics IV

Invited Talks, Seminar & Conference Presentations, Workshops

Invited Talks

- 2023 Shanghai University of Finance and Economics, Shanghai
 - Dongbei University of Finance and Economics, Dalian
- 2021 University of Palermo, Palermo
- 2020 Max Planck Institute for Human Development, Berlin
 - University of Nottingham, Ningbo
 - University of Portsmouth, Portsmouth
- 2018 University of Basel, Basel

Seminar & Conference Presentations

- Subjective Probability, Utility and Decision Making (SPUDM). Vienna. Oral presentations
 - International Meeting on Experimental and Behavioral Social Sciences (IMEBESS). Lisbon. *Oral presentation*
- 2022 Economic Science Association (ESA) European Meeting. Bologna. Oral presentation
 - American Association of Wine Economists (AAWE). Tbilisi/Georgia. Plenary talk
 - Foundations of Utility, Risk and Decision Theory (FUR). Ghent. Oral presentation
- Behavioral and Empirical Work In Progress (BEWIP). Munich. *Oral presentation*
- 2019 Subjective Probability, Utility and Decision Making (SPUDM). Amsterdam. *Oral presentation*
 - CBDR lab meeting, Carnegie Mellon University. Pittsburgh. Oral presentation
 - Economic Science Association (ESA) North American Meeting. Los Angeles. Oral presentation
- 2018 Foundations of Utility, Risk and Decision Theory (FUR). Warwick. *Oral presentation*
 - Society for Judgment and Decision Making (SJDM), New Orleans. Attended
- 2017 Subjective Probability, Utility and Decision Making (SPUDM). Haifa. Symposium presentation
- 2016 Economic Science Association (ESA) European Meeting. Bergen. *Oral presentation*
 - Foundations of Utility, Risk and Decision Theory (FUR). Warwick. *Oral presentation*
 - NIBS conference: Autumn Event. Warwick. Oral presentation
 - CeDEx- CREED- CBSS seminar. Amsterdam. Oral presentation

Workshops

- Large Language Models workshop at SPUDM, University of Vienna (participant).
 - Workshop on Motivated Beliefs, Technical University of Munich (organizer).
- Experts, markets and crowds: Taste under influence. University of Palermo (presenter).
- 2017 Ath Summer School on Decisions From Experience. University of Warwick (participant).
- 2015 Experimetrics (taught by Peter Moffatt). University of East Anglia (participant).
 - Behavioural Game Theory (taught by David Cooper). University of East Anglia (participant).
- Behavioural Economics (taught by Uri Gneezy). University of Amsterdam (participant).

Other Academic Activities

Academic visits	Max Planck Institute for Human Development (March, 2023); Carneggie Mellon Uni-
	versity - Center for Behavioral Decision Research (2019)
Refereeing	Management Science Theory and Decision Journal of Reh. & Eyn. Economics, SN

Refereeing Management Science, Theory and Decision, Journal of Beh. & Exp. Economics, SN Social Sciences

2014 – · · · · Member of the Centre for Decision Research and Experimental Economics (CeDEx), University of Nottingham

2018 – 2020 Member of the Network for Integrated Behavioural Science (NIBS)

Member of the Equity, Diversity and Inclusion (EDI) committee, University of Nottingham

Member of the CeDEx's Management Group

2016 − 2018 PhD representative in CeDEx's Management Group

Organiser of the annual PhD conference: 'CREED - CeDEx - CBESS'

Organiser of the 'Seeding a Seed' mini workshop, on antimicrobial resistance, University of Nottingham

Skills

Languages Languages: Greek (native speaker), English (fluent), French (conversational)

Coding R, Stata, Python, z-Tree LTEX,

References

Professor Chris Starmer

2017

University of Nottingham School of Economics, Nottingham, NG7 2RD, UK Tel: +44 (0)1158466067

chris.starmer@nottingham.ac.uk

Professor Simon Gächter

University of Nottingham School of Economics, Nottingham, NG7 2RD, UK Tel: +44 (0)115 84 66132

simon.gaechter@nottingham.ac.uk

Professor Mohammed Abdellaoui

HEC-Paris

1 Rue de la Libération
78350 Jouy-en-Josas
Tel: +33(0)139677000
abdellaoui@hec.fr

Professor Sebastian Goerg

Technical University of Munich TUMCS for Biotechnology and Sustainability Straubing, 94315, Germany Tel:+49 9421 187170 s.goerg@tum.de

Professor Robin Cubitt

University of Nottingham School of Economics Nottingham, NG7 2RD, UK Tel: +44 (0)1158466155

robin.cubitt@nottingham.ac.uk

Dr. Dennie van Dolder

University of Essex CO42SQ, Colchester Tel: +44 (0) 1206 874204 d.vandolder@essex.ac.uk

Munich, January 5, 2024