DR. ORESTIS KOPSACHEILIS

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EMPLOYMENT HISTORY

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

2018 – 2020 Research Fellow University of Nottingham

EDUCATION

2014 – 2019 PhD Economics University of Nottingham, Nottingham.

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

2012 – 2013 MSc Economics University of Amsterdam, Amsterdam.

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

PUBLICATIONS

REFEREED RESEARCH ARTICLES

'Conditional Cooperation under Uncertainty: The Social Description-Experience Gap' (with Dennie van Dolder & Ozan Isler). *Games and Economic Behavior*, accepted subject to minor revisions.

- 'Crowdsourcing the assessment of wine quality: Vivino ratings, professional critics and the weather' (with Pantelis P. Analytis, Karthikeya Kaushik, Stefan M. Herzog, Bahador Bahrami and Ophelia Deroy). *Journal of Wine Economics*, forthcoming.
- '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).

CONSORTIUM CO-AUTHORSHIP

¹ (Reproducibility in Management Science'. (with Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration). *Management Science*, 70(3), 1343-1356.

Note: Member of the Management Science Reproducibility Collaboration.

WORK IN PROGRESS

PAPERS IN SUBMISSION/ REFEREEING PROCESS

- (Real Incentives Really Matter'. (with Christoph Drobner and Sebastian J. Goerg).
- Order Effects in Eliciting Preferences'. *IZA Discussion Paper No. 16343.* (with Sebastian J. Goerg).

PAPERS IN PREPARATION

- Is there an 'I' in persuasion' (with Valeria Burdea and George Loewenstein).
- A horse-race between elicitation methods of risk preferences' (with Dennie van Dolder & Jörg Weber).
- Leveraging Machine Learning to harness the wisdom of the crowds'.
- Towards more accurate effect-size expectations: Assessing Community-Augmented Meta-Analyses and peer-prediction aggregation methods'.

AWARDS AND GRANTS

- Project Grant for 'Crowd-sourcing the quality of wine' (\$2,000, funding body: American Association of Wine Economists)
- 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 – 2025 Lectures for Behavioural Economics (BSc-level; year 2)

Lectures for Decision Theory (MSc-level)

UNIVERSITY OF NOTTINGHAM

2017 – 2018 Tutorials for Econometrics I (BSc-level; year 1)

Tutorials for Industrial Economics (BSc;level-year 2)

2016–2017 Tutorials for Econometrics I (BSc-level; year 1)

Tutorials for Current Economic Issues II (BSc-level; year 3)

2015-2016 Tutorials for Introduction to Microeconomics (BSc-level; year 1)

Tutorials for Quantitative Economics IV (BSc-level; year 2)

INVITED TALKS, SEMINAR & CONFERENCE PRESENTATIONS, WORKSHOPS

INVITED TALKS

2025 Max Planck Institute for Human Development, Berlin

2023 Max Planck Institute for Human Development, Berlin

Shanghai University of Finance and Economics, Shanghai

■ Dongbei University of Finance and Economics, Dalian

University of Nottingham, Ningbo

2021 University of Palermo, Palermo

2020 Max Planck Institute for Human Development, Berlin

University of Nottingham, Ningbo

University of Portsmouth, Portsmouth

2019 Mohammed VI Polytechnic University, Marrakech

2018 University of Basel, Basel

SEMINAR & CONFERENCE PRESENTATIONS

2025 Economic Science Association (ESA) Asia-Pacific Meeting, Osaka. Oral presentation

2024 22nd Conference on Research on Economic Theory and Econometrics. Milos. *Oral presentation*

Subjective Probability, Utility and Decision Making (SPUDM). Vienna. *Oral presentation*

2024 21st Conference on Research on Economic Theory and Econometrics. Naxos. *Oral presentation*

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*

2020 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

- 2024 Machine+Behavior, Max Planck Institute for Human Development (participant).
- Large Language Models workshop at SPUDM, University of Vienna (participant).
 - Workshop on Motivated Beliefs, Technical University of Munich (organizer).
- 2021 Experts, markets and crowds: Taste under influence. University of Palermo (presenter).
- 2017 Ath Summer School on Decisions From Experience. University of Warwick (participant).
- 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

- Refereeing Management Science, Theory and Decision, Journal of Beh. & Exp. Economics, SN Social Sciences
 - 2024 Member of the Meta Rep Games, Munich collaboration
 - Member of the 'Reproducibility in Management Science' collaboration
 - 2023 Organiser of the 'Motivated beliefs' workshop, Technical University of Munich
- Academic visits Osaka University (February-March, 2025); Max Planck Institute for Human Develop
 - ment (March, 2023); Carneggie Mellon University Center for Behavioral Decision Research (2019)
 - 2015 · · · · 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
 - 2017 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: Greek (native speaker), English (fluent), French (conversational)

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

REFERENCES

Professor Chris Starmer

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

Munich, November 10, 2024

Professor Sebastian Goerg

Technical University of Munich TUMCS for Biotechnology and Sustainability Straubing, 94315, Germany Tel:+49 (0)9421 187170

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Dr. Dennie van Dolder

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