

# DR. ORESTIS KOPSACHEILIS

Technical University of Munich,  
School of Management,  
Arcisstraße 21, 80333 Munich, Germany

✉ [orestis.kopsacheilis@tum.de](mailto:orestis.kopsacheilis@tum.de)  
🌐 <https://kopsacheilis.com>

## EMPLOYMENT HISTORY

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- 2020 – . . . . . 📖 **Postdoctoral Research Fellow** Technical University of Munich
- 2018 – 2020 📖 **Research Fellow** University of Nottingham

## EDUCATION

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- 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

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### REFEREED RESEARCH ARTICLES

- 2024 📖 [‘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*, 2024, Volume 19, Issue: 3, pp 285–304
- 2022 📖 [‘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).
- 2020 📖 [‘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.
- 2018 📖 [‘The role of information search and its influence on risk preferences’](#). *Theory and Decision*, 84(3), 311-339. (lead article).

### CONSORTIUM CO-AUTHORSHIP

- 2024 📖 [‘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

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### 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 ‘T’ 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

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- 2022 ■ 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)
- 2017 ■ 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/Koo2201/1))
- 2016 ■ Project Grant for ‘The Description Experience Gap in Cooperation’ (£3,000, funding body: ESRC funded NIBS (ES/Koo2201/1))
- 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)
- 2015 ■ Interdisciplinary Collaboration Project Award (£1,500 project grant for ‘Seeding a Seed’: an interdisciplinary research project on antimicrobial resistance, University of Nottingham)
- 2014 ■ ‘Datathon, 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 ■ École Normale Supérieure: Human Reinforcement Learning center, Paris
- 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*
- 2023 ■ Subjective Probability, Utility and Decision Making (SPUDM). Vienna. *Oral presentation*
- 2024 ■ 21st Conference on Research on Economic Theory and Econometrics. Naxos. *Oral presentation*
- 2023 ■ 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*

- 2017  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).
- 2023  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  4th Summer School on Decisions From Experience. University of Warwick (participant).
- 2015  Experiments (taught by Peter Moffatt). University of East Anglia (participant).
-  Behavioural Game Theory (taught by David Cooper). University of East Anglia (participant).
- 2012  Behavioural Economics (taught by Uri Gneezy). University of Amsterdam (participant).

## OTHER ACADEMIC ACTIVITIES

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| Refereeing      |  Management Science, Theory and Decision, Journal of Beh. & Exp. Economics, SN Social Sciences   |
| 2024            |  Member of the <a href="#">Meta Rep Games, Munich</a> collaboration   |
|                 |  Member of the ' <a href="#">Reproducibility in Management Science</a> ' collaboration  |
| 2023            |  Organiser of the ' <a href="#">Motivated beliefs</a> ' workshop, Technical University of Munich  |
| Academic visits |  Osaka University (February-March, 2025); Max Planck Institute for Human Development (March, 2023); Carnegie Mellon University - Center for Behavioral Decision Research (2019) |
| 2024 – . . . .  |  <a href="#">Lab<sup>2</sup></a> Affiliated Researcher  |
| 2015 – . . . .  |  Member of the Centre for Decision Research and Experimental Economics ( <a href="#">CeDEX</a> ), 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

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| Languages |  Languages: Greek (native speaker), English (fluent), French (conversational) |
| Coding    |  R, Stata, Python, z-Tree $\LaTeX$ ,  |

## REFERENCES

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**Professor Chris Starmer**

University of Nottingham  
School of Economics,  
Nottingham, NG7 2RD, UK  
Tel: +44 (0)1158466067  
[chris.starmer@nottingham.ac.uk](mailto: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](mailto:simon.gaechter@nottingham.ac.uk)

**Professor Sebastian Goerg**

Technical University of Munich  
TUMCS for Biotechnology and Sustainability  
Straubing, 94315, Germany  
Tel:+49 (0)9421 187170  
[s.goerg@tum.de](mailto:s.goerg@tum.de)

**Dr. Dennie van Dolder**

University of Essex  
Department of Economics,  
Colchester, CO42SQ, UK  
Tel: +44 (0) 1206 874204  
[d.vandolder@essex.ac.uk](mailto:d.vandolder@essex.ac.uk)

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