

DR. ORESTIS KOPSACHEILIS

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

✉ orestis.kopsacheilis@tum.de
🌐 <https://kopsacheilis.com>

EMPLOYMENT HISTORY

- 2026– ···· 📌 **Assistant Professor** University of Crete
- 2020 – 2026 📌 **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

- 2025 📌 [‘Conditional Cooperation under Uncertainty: The Social Description-Experience Gap’](#) (with Dennie van Dolder & Ozan Isler). *Games and Economic Behavior*, 2025, Volume 152, pp 241-256.
- 2024 📌 [‘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

PAPERS IN SUBMISSION/ REFEREEING PROCESS

- [‘Real Incentives Really Matter’](#) (with Christoph Drobner and Sebastian J. Goerg). *Experimental Economics*, Revise and Resubmit
- [‘Order Effects in Eliciting Preferences’](#) (with Sebastian J. Goerg). *IZA Discussion Paper No. 16343*.

PAPERS IN PREPARATION

- ‘A horse-race between elicitation methods of risk preferences’ (with Dennie van Dolder & Jörg Weber).

AWARDS AND GRANTS

- 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/K002201/1))
- 2016 ■ 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)
- 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

UNIVERSITY OF CRETE

- 2026 – ■ Microeconomic Theory I (BSc-level; year 1)

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*
 - Society for Judgment and Decision Making (SJD), 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 📌 Experimentics (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

- 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 Development (March, 2023); Carnegie Mellon University - Center for Behavioral Decision Research (2019)
- 2024 - 📌 [Lab²](#) Affiliated Researcher
- 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
- 2016 - 2018 📌 Member of the CeDEX's Management Group
- 2017 📌 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 \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

Professor Sebastian Goerg

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

Munich, April 8, 2026