

UNIVERSITY OF MILAN

Public selection for recruiting No. 1 research fellow(s) under art. 24, paragraph 3.b, of Law No. 240/2010 for competition sector R/21 - Political Economics, (scientific-disciplinary sector SECS-P/21 - Political Economics) at the Department of ECONOMICS, MANAGEMENT AND QUANTITATIVE METHODS, (announcement published on Official Gazette No. \_\_\_\_\_ of \_\_\_\_\_) - Competition code 46101

## Andis Sofianos CURRICULUM VITAE

PERSONAL DATA (DO NOT WRITE YOUR PERSONAL ADDRESS AND LANDLINE OR MOBILE PHONE NUMBER)

Surname	Sofianos
Name	Andis
Date of Birth	30/06/1987

INSERT YOUR CURRICULUM VITAE  
(up to 30 pages)

Date

03/06/2021

Place

HEIDELBERG



## 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

- 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

- Self-reported & Revealed Trust: Experimental Evidence (R&R requested by Journal of Economic Psychology)
- 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)
- Intelligence, cooperation & cognitive load (with Marco Lambrecht, Eugenio Proto, Jan Rummel and Aldo Rustichini)
- Cooperation and disclosure of abilities (with Marco Lambrecht, Eugenio Proto and Aldo Rustichini)
- Moral Wiggle Room in Public Good Contributions (with Danae Arroyos-Calvera)

## 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

## 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-      Teaching Assistant, Advanced Microeconomics (Postgraduate)
- 2016-2017 Lecturer, Experimental Economics (Postgraduate)
- 2015-      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 Annual Conference, Canadian Economic Association Annual Meeting
- 2020 Economic Science Association (ESA) Global 2020, University of Sussex, University of Birmingham
- 2019 HeiKaMaX, Royal Economic Society Annual Conference, (De-)contextualizing the analysis of trust - a discussion about the conditions of social trustn workshop, Economic Science Association (ESA) North-American Meeting - Los Angeles
- 2018 Economic Science Association (ESA) World Meeting - Berlin, Conference on Decision Sciences - Konstanz
- 2017 Royal Economic Society Annual Conference, International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), 10th Maastricht Behavioral and Experimental Economics Symposium (M-BEES), University of Padua, European Meeting of the Econometric Society - Lisbon, ASSET, HeiKaMaX
- 2016 WBS Dr@w Forum, Royal Economic Society Annual Conference, 9th M-BEES, Foundations of Utility and Risk Conference (FUR) 2016, Social and Biological Roots of Economics Workshop (SBREW 2016), European Economic Association (EEA) Annual Congress - Geneva, Economic Science Association (ESA) European Meeting - Bergen
- 2015 Warwick Economics Summit 2015, Royal Economic Society 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 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

