

Paul Pezanis-Christou

Professor of Economics
Université Côte d'Azur
GREDEG, CNRS

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Past positions

- 2012– 2024 Associate Professor, School of Economics and Public Policy, University of Adelaide
- 2004 – 2012 Maître de Conférences, Faculté de Sciences Économiques et de Gestion, Université de Strasbourg
- On leave at the University of New South Wales, School of Economics : 2010-2012
 - On leave at the French National Center for Scientific Research (CNRS) : 2008 – 2010
- 2001 – 2004 Research Officer at the Institute of Economic Analysis, Barcelona
- 1998 – 2001 Research Fellow of the European Union ENDEAR Programme
- Institute of Economic Analysis, Barcelona : 2000 – 2001
 - Department of Economics, University of Pompeu Fabra, Barcelona : 1999 - 2000
 - Laboratory for Experimental Economics, University of Bonn : 1998 - 1999
- 1995 – 1998 Lecturer, School of Economics, University of New South Wales

Education

- 2010 'Habilitation à Diriger des Recherches' (HDR) in Economics, University of Strasbourg
- Report Title: "*Structure and Behavior*" (in French)
Garantor: Rodolphe Dos Santos Ferreira
Committee: Werner Güth, Alan Kirman, Florence Naegelen, Bernard Ruffieux, Marie-Claire Villeval and Marc Willinger.
- 1991 – 1995 Doctoral studies in Economics, European University Institute, Florence
- Thesis Title : "*Three Essays on Competitive Bidding*" (completed in June 1997)
Supervisor : Alan Kirman
Committee : Louis-André Gérard-Varet, Ron Harstad and Louis Phlips.
- 1990 *Diplôme d'Etudes Approfondies "Mathematical Economics and Econometrics"*, GREQAM
- 1990 *Magistère Ingénieur Economiste*, Aix-Marseille University and GREQAM

Fields of Research

Behavioural and Experimental Economics, Applied Game Theory, Auction Markets, Microeconomic Theory.

Teaching Experience

Undergraduate:

- Applied Microeconomics, Contract Theory, Environmental Policy, Game Theory, Industrial Organization, Intermediate Microeconomics, Managerial Economics, Macroeconomics, Mathematics for Economists, Advanced Economic Analysis, Economic Policy Analysis, Economic Principles.

Graduate / PhD:

- Microeconomic Theory, Auction Theory, Behavioural Economics, Experimental Economics.

Visiting Positions

Sept.- Dec. 2017	Research Scholar on leave at GREDEG, University of Cote d'Azur, Nice
December 2014	Professorial Research Scholar, Max Planck Institute of Economics, Jena
April 2014	Research Scholar, GREQAM, Aix-Marseille School of Economics
September 2012	Professorial Research Scholar, Max Planck Institute of Economics, Jena
May 2010	Professorial Research Scholar, Max Planck Institute of Economics, Jena
March 2003	Professor, GREQAM, University of Aix-Marseille III
June 2002	Professorial Research Scholar, Max Planck Institute of Economics, Jena
September 2001	Researcher, CentER, Tilburg University
April 2001	Researcher, CentER, Tilburg University
Oct. - Dec. 1998	Professor, School of Economics, Free University of Bolzano
July 1998	Researcher, CentER, Tilburg University

Publications

Relaxing the symmetry assumption in participation games: A specification test for cluster-heterogeneity (with Alan Kirman and François Laisney), *Experimental Economics*, 2023, 26, 850-878.

Strategic ambiguity and risk in alternating pie-sharing experiments (with Anna Conte and Werner Güth), *Journal of Risk and Uncertainty*, 2023, 66, 233-260.

An indirect evolutionary justification of risk neutral bidding in fair division games (with Werner Güth), *International Journal of Game Theory*, 2021, 50(3), 1-12.

Observational and reinforcement pattern-learning: An exploratory study (with Nobu Hanaki and Alan Kirman), *European Economic Review*, 2018, 104, 1-21.

Believing in correlated types in spite of independence: An indirect evolutionary analysis (with Werner Güth), *Economics Letters*, 2015, 134, 1-3.

Loss aversion and learning to bid (with Dennis Dittrich, Werner Güth and Martin Kocher), *Economica*, 2012, 79(314), 226-257.

Organisational structure, communication and group ethics (with Matthew Ellman), *American Economic Review*, 2010, 100(5), 2478-2491.

Competition with forward contracts: A laboratory analysis motivated by electricity market design (with Jordi Brandts and Arthur Schram), *Economic Journal*, 2008, 118, 192-214.

Bidding behavior at sequential first-price auctions with(out) supply uncertainty: A laboratory analysis (with Tibor Neugebauer), *Journal of Economic Behavior and Organization*, 2007, 63(1), 55-72.

Auctions for government securities: A laboratory comparison of the discriminatory, uniform and Spanish designs (with Klaus Abbink and Jordi Brandts), *Journal of Economic Behavior and Organization*, 2006, 61(2), 284-303.

[Book Review] "Auctioning Public Assets: Analysis and Alternatives", by Maarten C.W. Janssen (Ed.), Cambridge University Press, for *The World Economy*, 2005, 28(10), 1559.

An experimental test of design alternatives for the British 3G/UMTS auction (with Klaus Abbink, Bernd Irlenbush, Bettina Rockenbach, Abdolkarim Sadrieh and Reinhard Selten), *European Economic Review*, 2005, 49 (2), 505-530.

[Reprinted in “New Developments In Experimental Economics”, Enrica Carbone and Chris Starmer (eds), Volume I, Edward Elgar Publishing, 2007.]

On the impact of Low-Balling: Experimental results in asymmetric auctions, *International Journal of Game Theory*, 2002, 31(1), 69-89.

Pareto’s compensation principle (with Murray Kemp), *Social Choice and Welfare*, 1999, 16(3), 441-444.
[Reprinted in “International Trade and National Welfare”, Murray Kemp (ed.), Routledge 2001.]

Working papers

Rationalizing (non-)equilibrium bidding in maximum value auctions without beliefs about others’ behavior (with Hang Wu), 2019, *SSRN WP #3301838*. [currently under revision]

An individual decision-making approach to bidding in first-price and all-pay auctions (with Hang Wu), 2019, *SSRN WP #3233164*. [currently under revision]

Structural analysis of first-price auction data: Insights from the laboratory (with Andres Romeu), 2018, *SSRN WP #386002*. [currently under revision]

Asymmetric multiple object first-price auctions, 2013, *SSRN WP #3981186*.

Elicited bid functions for (a)symmetric first-price auctions (with Karim Sadrieh), 2005, *SSRN WP #556077*

Sequential descending-price auctions with asymmetric buyers: evidence from a fish market, 2001, *SSRN WP #3408390*

Sequential auctions with supply uncertainty, 1997, *SSRN WP #301288*.

Work in progress

Repeated multi-unit auctions, random supply, and quantity information policies (with Nobu Hanaki et Tibor Neugebauer)

Overcoming strategic ambiguity in private value auctions (with Hang Wu)

Procedural rationality models for multi-unit auctions with private values (with Hang Wu)

Dynamic *level-k* vs decision-making models of alternating pie-sharing games: A laboratory study (with Anna Conte, Werner Güth and Jacopo Temperini)

Presentations

Conferences and Workshops: Australian and New-Zealand Workshop in Experimental Economics (Sydney 2010, Monash 2011, Adelaide 2014, Queensland University of Technology, 2018, University of Melbourne 2019); Economic Science Association (Tucson 1996, 2009, Amsterdam 2000, Barcelona 2001, Strasbourg 2002, Erfurt 2003, Hawaiï 2014, Sydney 2015, Osaka 2022); Econometric Society (New-Orleans, 1997); European Economic Association (Lausanne, 2001); Louis-André Gérard-Varet Days (Marseille, 2013), Workshop on Auctions and Market Design (Sydney, 2012), Workshop on Behavioural and Experimental Economics (Aix-en Provence, 2014), 11th Workshop on Complexity: Theory and Experimental Analyses (Nice, 2017).

Invited presentations: Centre for Economic Perspectives and Research (London, 2001); EHESS (CAMS, 2017), ESEI-UTS Workshop on Market Design in Honour of John Ledyard (Sydney, 2014); Institut Henri Poincaré (Paris, 2007); Max Planck Institute (Jena, 2001, 2002, 2012); Tinbergen Institute (Amsterdam, 1999); Supélec (Paris, 2006); Workshop on Auction Markets (Louvain-La-Neuve CORE, 1999, Brussels, 2000); University of Aix-Marseille II (GREQAM, 1999, 2003, 2009, 2014, 2017), Adelaide (2012), Alicante (2004), Bonn (1999), Cologne (2017), Côte d’Azur (GREDEG, 2016, 2017, 2022, 2023), Franche-Comté (CRESE, 2009), Gröningen (2001), Hamburg (2017), Luxembourg (2008), Lyon (GATE, 2009), Magdeburg (2017), Melbourne (1997), Monash (2015, 2021), Montpellier (LAMETA, 2017), Murcia (2008), New South Wales (1995, 2010), Pompeu Fabra

(1998), Purdue (Krannert School of Management, 2003), Queensland (2018), South Australia (2011), Sydney (1996, 2010), Technology Sydney (2011, 2016), Tilburg (CentER, 1998, 1999, 2000, 2001), Vienna (WU, 2017), West French Indies (CEREGMIA, 2010), Western Australia (2011, 2012), Woolongong (2011, 2018), Queensland University of Technology (2022), Bank of England Festschrift for Alan Kirman (2023)

Principal Investigator of competitively funded projects

- 2014-2019 *“Information quality in auctions of multiple objects”*
Australian Research Council, *Discovery Project Grant #140102949*, A\$138.000
- 2012-2014 *“Multiple-object auctions with information asymmetries ”*
University of Adelaide Research Council, *Momentum Grant*, A\$11.000
- 2008 *“Renovation of the Laboratory for Experimental Economics”*
University of Strasbourg Scientific Council, €12.000
- 2004-2006 *“Market Structures and Individual Behavior”*
University of Strasbourg Scientific Council, €17.500

PhD Supervisions

Since 2013 (University of Adelaide),

- *Mia Tam, Co-supervisor (40%), 2019-2023*
(Postdoc at University of Melbourne)
- *Rui Zhang, Co-supervisor (40%), 2018-2023*
(Research Fellow at University of South Australia)
- *Qin (Kim) Wu, Co-supervisor (20%), 2015-2020*
(Lecturer at RMIT – Melbourne)
- *Ye (Hannah) Han, Supervisor, 2014-2018*
(Senior Governance and Policy Officer at Essentials Services Commission of South Australia)
- *Xue (Sookie) Zhang, Co-supervisor (20%), 2014-2017*
(Lecturer at Zhongnan University of Economics and Law, China)

Honours Supervisions (University of Adelaide)

- Julian Eggleston, *“Econometric modelling of the NSW electricity market”*, 1998,
- Thomas Sheldrick, *“Tacit collusion and risk in auctions: the effects of market size and risk on tacit collusion in repeated first-price common value auctions”*, 2014,
- David Frigaard, *“What fuels price cycle in the NSW retail petrol market? Evidence on whether firms play according to Edgeworth price cycle theory”*, 2018,
- Tobias Genborg, *“Adolescent risk attitudes for varying probability gains”*, 2020,
- George Cleary, *“Do people bid rationally: An experimental analysis”*, 2021.

Organisation of summer schools and workshops / conferences

- 2014 Co-organiser of the Australia New Zealand Workshop in Experimental Economics (ANZWEE),
University of Adelaide (October 1-3)
- 2012 Co-organiser of the Workshop on Auctions and Market Design at the Australian School of
Business, University of New South Wales, Sydney, (March 16-17)

2010	Member of the Scientific Committee of the <i>French Association of Experimental Economics</i> (AFSEE).
2007 – 2010	Member of the Scientific Committee of the <i>Experimental Economics Days</i> .
2008	Co-organiser of the Doctoral Workshop on Game Theory at the University of Konstanz (27-28 October)
2006	Organiser of the <i>LEA Workshop on Coordination and Market Experiments</i> at BETA, Strasbourg, (March 10-11)
	Co-organiser of the 8 th <i>Experimental Economics Days</i> at University of Strasbourg (June 1-2)
1999 – 2000	Co-organiser and Lecturer at the <i>ENDEAR Summer Schools</i> (Bari, 1999 and Barcelona, 2000)
1998	Organiser of a workshop on “Learning and Interaction in Economics” at University of New South Wales, (April)

Awards

2010	Excellence in Refereeing Award from the <i>American Economic Review</i> .
2009-2013	<i>Prime d'Excellence Scientifique</i> (Premium for Scientific Excellence) jointly awarded by the French National Council of Universities and the Scientific Council of the University of Strasbourg.

Reviewing

Journals: *American Economic Review, Australian Journal of Management, Bulletin of Economic Research, Economic Inquiry, Economic Journal, Economic Modelling, Economic Record, Economic Theory, Economic Theory Bulletin, European Economic Review, European Journal of Political Economy, Experimental Economics, Games and Economic Behavior, International Journal of Industrial Organization, International Journal of Game Theory, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Institutional and Theoretical Economics, Journal of Public Economics, Journal of the European Economic Association, Management Science, Review of Finance, Revue Économique and Social Choice and Welfare.*

Institutions: Australian Research Council (Australia), European Research Council (EU), Economic and Social Research Council (UK), Direccion Adjunta de la Investigacion Cientifica (Mexico), National Research Foundation of Korea, Czech Republic Research Foundation.

PhD Theses

- Andres Romeu (2000), “*Some Applications of Simulation Methods and Semi Parametric Models in Microeconometrics Analysis*” (Université Autonome de Barcelone)
- Irène Martinez (2002), “*Three Essays in First-Price Auctions*” (Université Autonome de Barcelone)
- Nok Shatragom (2012), “*Is joint liability lending more efficient than individual lending? A theoretical and experimental analysis*” (Université of Adelaide)
- Peyman Khezr (2013), “*Selling mechanisms and the Australian housing market*” (University of Sydney)
- Isaac Poole (2014), “*Empirical essays in NSW auctions*” (University of Sydney)
- Xiangyi Kong (2018), “*Essays on selling mechanisms*” (University of Sydney)
- Aleksei Chernulich (2019), “*Essays on Experimental and Behavioural Economics and Finance*” (University of Technology Sydney)
- Arianna Benedetti (2024), “*Les rôles multiformes de l’ocytocine dans la cognition et la prise de décision sociale*” (Université Côte d’Azur – Jury President)
- Wenxin Xiong (2024), “*Comment les émotions détectées par les expressions faciales et les activités physiologiques peuvent aider à prédire les décisions économiques*” (Université Côte d’Azur, Jury President)

Administrative Service

- 2024 – GREDEG Doctoral Admissions Committee Member (Nice)
- 2022 – 2024 Academic Integrity Officer (Adelaide)
- 2021 – 2022 Consulting Member of the School of Economics Executive Committee (Adelaide)
- 2019 – 2021 School of Economics Bachelor of Economics Program Director (Adelaide)
- 2013 – 2017 School of Economics Associate Head of Research (Adelaide)
- 2013 – 2017 School of Economics Executive Committee Member (Adelaide)
- 2013 – 2017 Faculty of Economics Research Committee Member (Adelaide)
- 2013 – 2017 Senior Faculty / Head of School Recruiting Committee Member (Adelaide)
- 2013 – 2017 School of Economics Postgraduate Research Coordinator (Adelaide)
- 2013 & 2019 Coordinator of the School of Economics Seminar Series (Adelaide)
- 2005 – 2010 Director of the Laboratory of Experimental Economics of Strasbourg (LEES)
- 2005 – 2010 Elected member of BETA's Board of Research (Strasbourg)
- 2005 – 2010 Elected member of the Department of Economics Recruiting Committee (Strasbourg)
- 2006 – 2008 Elected member of the Department of Economics Board of Teaching (Strasbourg)
- 2007 – 2010 Pedagogical Responsible of Masters diplomas in Economics (Strasbourg)

Miscellaneous

Consulting for London Economics Ltd. : April 1999

Fellow of the AGORA Centre for Market Design (since 2010)

Languages: French and English (fluent), Dutch, Greek and Spanish (basic)

References

Available upon request.