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🌐 <https://orestiskps.github.io/>
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EMPLOYMENT HISTORY

- 2026 –  **Assistant Professor** University of Crete, Department of Economics
- 2020 – 2026  **Postdoctoral Research Fellow** Technical University of Munich, School of Management
- 2018 – 2020  **Research Fellow** University of Nottingham, School of Economics

RESEARCH INTERESTS

I am an economist specializing in behavioural and experimental economics. My research focuses on decisions under risk and uncertainty in individual and social contexts, with applications to high-stakes domains such as medical decision making. Central to this line of work is the *description–experience* framework: whether probabilities are described up front or learned through experience changes the choices people make, even when the odds are identical. My work has helped bring this framework, first developed in psychology, into economics. I am also interested in methodological challenges of preference elicitation, incentive design and model estimation, with the aim of building more accurate and more predictive models of economic behaviour. I pursue these questions through laboratory, online and field experiments.

EDUCATION

- 2014 – 2019  **PhD Economics** University of Nottingham, Nottingham.
Thesis: *The description-experience gap in individual and social decisions under risk and uncertainty*.
Supervisors: Prof. Robin Cubitt & Prof. Chris Starmer.
- 2012 – 2013  **MSc Economics** University of Amsterdam, Amsterdam.
- 2004 – 2009  **BSc Business Administration** University of Piraeus, Athens.

PUBLICATIONS

REFEREED RESEARCH ARTICLES

- 2026  **‘Real Incentives Really Matter’** (with Christoph Drobner & Sebastian J. Goerg). *Experimental Economics*, forthcoming.
- 2025  **‘Conditional Cooperation under Uncertainty: The Social Description-Experience Gap’** (with Dennie van Dolder & Ozan Isler). *Games and Economic Behavior*, 152, 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 & Ophelia Deroy). *Journal of Wine Economics*, 19(3), 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.
Contributing member of the Management Science Reproducibility Collaboration.

WORK IN PROGRESS

PAPERS UNDER REVIEW

-  'Order Effects in Eliciting Preferences' (with Sebastian J. Goerg). *IZA Discussion Paper No. 16343*.
Under review.

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 Awards (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) — *lecturer*
 ■ Behavioural Economics (BSc-level) — *lecturer*
 ■ Experimental Economics (BSc-level) — *lecturer*

TECHNICAL UNIVERSITY OF MUNICH

- 2020 – 2025 ■ Behavioural Economics (BSc-level; year 2) — *lecturer*
 ■ Decision Theory (MSc-level) — *lecturer*

UNIVERSITY OF NOTTINGHAM

- 2017 – 2018 ■ Econometrics I (BSc-level; year 1) — *tutorials*
 ■ Industrial Economics (BSc-level; year 2) — *tutorials*
2016 – 2017 ■ Econometrics I (BSc-level; year 1) — *tutorials*
 ■ Current Economic Issues II (BSc-level; year 3) — *tutorials*
2015 – 2016 ■ Introduction to Microeconomics (BSc-level; year 1) — *tutorials*
 ■ Quantitative Economics IV (BSc-level; year 2) — *tutorials*

SUPERVISION

MASTER’S THESIS SUPERVISION

- 2026 ■ ‘Belief Updating in Social Dilemmas’ — Hüseyin Demir
2025 ■ ‘Learning Under Uncertainty: The Role of Prior Beliefs Under Different Risk–Reward Structures in Decisions from Experience’ — Kaan Uctum
2024 ■ ‘A Cross-Cultural Analysis of Willingness to Pay for Green Advertising in Organic Milk: A Comparison between German and Chinese Consumers’ — Yuexi Liu
 ■ ‘Moral Perspectives and Their Regulating Effects on Behavioral Spillover in Pro-Environmental Advocacy’ — Adrian Heider
 ■ ‘The Role of Complexity in Risky Choices: Re-examining the Decoy Effect’ — Hanwen Lu
2022 ■ ‘Strategies to Overcome Challenges Faced While Implementing Scrum Frameworks in Globally Distributed Teams of Multinational Corporations’ — Abhishek Ravindra Tikone

BACHELOR’S THESIS SUPERVISION

- 2025 ■ ‘The Fog of War and the Clarity of Revision: An Experimental Study on Belief Updating in the Context of Military Aid and Defense Policy’ — Dariia Rekun
 ■ ‘A Comparative Study of Neutral vs. Contextual Belief Updating: A Closer Look at Streaks’ — Jiajun Li
 ■ ‘Flavourful Forecasts: Predicting Wine Ratings from Textual Reviews Using LLMs’ — Dragoş-Mihai Mănescu
2024 ■ ‘Mind the Gap: Donation Rates, Frequency, and Lapse Patterns Across the Blood Donor Lifespan in Germany’ — Nathalie Mona Nagora
2023 ■ ‘The Potential Role of Human Social Sensors in Enhancing Self-Reported Methods’ — Eva Reißner

- 2022  'Sustainable Nickel Production: Paths to a More Sustainable Winning of Nickel from Laterites and Its Impact on Project Finance' — Tobias Juse
- 2021  'A Nudging Study in Consumer Purchasing Behaviour' — Lyubomir Hristov

INVITED TALKS, SEMINAR & CONFERENCE PRESENTATIONS, WORKSHOPS

INVITED TALKS

- 2026  Seoul National University, Seoul
 Centre for Decision Research and Experimental Economics (CeDEx), University of Nottingham
- 2025  École Normale Supérieure: Human Reinforcement Learning centre, 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

CONFERENCE PRESENTATIONS

- 2025  Economic Science Association (ESA) Asia-Pacific Meeting, Osaka. *Oral presentation*
- 2024  22nd Conference on Research on Economic Theory and Econometrics (CRETE), Milos. *Oral presentation*
- 2023  Subjective Probability, Utility and Decision Making (SPUDM), Vienna. *Oral presentation*
 21st Conference on Research on Economic Theory and Econometrics (CRETE), 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. *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).
- 2023 ■ Large Language Models workshop at SPUDM, University of Vienna (participant).
- Workshop on Motivated Beliefs, Technical University of Munich (organiser).
- 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

EDITORIAL & REFEREEING

- Refereeing ■ Management Science; Journal of Economic Psychology; Theory and Decision; Journal of Behavioral & Experimental Economics; SN Social Sciences

RESEARCH NETWORKS & COLLABORATIONS

- 2024 – ■ [Lab²](#) Affiliated Researcher
- 2024 ■ Member of the [Meta-Rep Games, Munich](#) collaboration
- Member of the '[Reproducibility in Management Science](#)' collaboration
- 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)

SERVICE & ORGANISATION

- 2026 – ■ Coordinator of the online experimental economics platform (EconExperiments), Department of Economics, University of Crete
- 2023 ■ Organiser of the '[Motivated beliefs](#)' workshop, Technical University of Munich
- 2018 – 2020 ■ Member of the Equity, Diversity and Inclusion (EDI) committee, University of Nottingham
- Member of 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

RESEARCH VISITS

- 2025 ■ Osaka University (February – March)
- 2023 ■ Max Planck Institute for Human Development, Berlin (March)
- 2019 ■ Center for Behavioral Decision Research (CBDR), Carnegie Mellon University

SKILLS

Languages	📖	Greek (native), English (fluent), French (conversational)
Software	📖	R, Stata, $\text{\LaTeX}$
Experiments	📖	z-Tree, Qualtrics

Rethymno, August 23, 2026