



Professeur associé Alexandros KARAKOSTAS

Département de rattachement: Economics, Law and Society

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INTÉRÊTS DE RECHERCHE

- Économie expérimentale
- Fondements comportementaux de la prise de décision économique
- Théorie comportementale des contrats
- Finance comportementale

DOMAINE D'ENSEIGNEMENT

- Microéconomie
- Economie contemporaine

FORMATION

Diplôme le plus élevé :

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| 2013 | Doctorat (PhD), Économie, University of East Anglia, Royaume Uni |
| 2009 | Master, Économie, University of York, Royaume Uni |
| 2008 | Bachelor, Économie, Coventry University, Royaume Uni |

EXPÉRIENCE ACADÉMIQUE ET PROFESSIONNELLE

Expériences académiques

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| Depuis 2023 | Comité directeur du Behavioral and Experimental Laboratory, ESSCA School of Management, France |
| Depuis 2022 | Professeur associé, ESSCA School of Management, France |
| 2019 - 2022 | Chercheur associé, The University of Queensland, Australie |
| 2017 - 2019 | Chercheur associé et lab manager, Newcastle University, Royaume Uni |
| 2018 - 2018 | Professeur visitant, Burgundy School of Business - BSB, France |
| 2014 - 2015 | Chercheur associé, Friedrich-Alexander-Universität Erlangen-Nürnberg, Allemagne |
| 2013 - 2014 | Professeur assistant, Coventry University, Royaume Uni |

Expériences en entreprise

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| 2017 - 2017 | Gestionnaire de projet, Center for the Support of Family and Children (KMOP), Grèce |
| 2016 - 2017 | Consultant en comportement, Profate, Grèce |

PRIX, DISTINCTIONS ET BOURSES

2025	EUonAIR-European University on AI in Curricula, Smart UniverCity and (Return)Mobility ERASMUS-EDU-2024-EUR-UNIV-1, European Education and Culture Executive Agency (EACEA)
2021	BEL Connect: Refugee assimilation: How trust, cooperation, and reciprocity evolve as refugees leave the camps and join the local population (with M. Faravelli, B. Von Hippel, L. Balafoutas, and E. Patouris), The University of Queensland, Australie
2021	AIBE Challenge Fund: The straw that breaks the camel's back: Understanding financial market dynamics (with G. Menzies, T. Henkel & D. Zizzo), The University of Queensland, Australie
2020	Early Career Research Grant for research proposal: Virtue Signalling in Hidden Action, The University of Queensland, Australie
2017	Winning proposal for KMOP : Transitional Support (TS) Program for Vulnerable Affected People/Households LATS Greece, Trans Adriatic Pipeline AG
2014	Bourse de recherche postdoctorale : Taxation, Social Norms, and Compliance, Friedrich-Alexander-Universität Erlangen-Nürnberg, Allemagne
2011	CBESS research grant for the project: "An Experimental Investigation of the Tenuous Trade-off Between Risk and Incentives", University of East Anglia, Royaume Uni
2011	2nd Place in the PG Essay competition (with Fabio Galeotti), University of East Anglia. For the essay: "The Promise of Behavioural Economics", University of East Anglia, Royaume Uni
2010	Social Sciences Faculty Grant, University of East Anglia, Royaume Uni
2009	Bourse doctorale, University of East Anglia, Royaume Uni

PUBLICATIONS SCIENTIFIQUES

Articles évalués par les pairs

KARAKOSTAS, A. et SOUZA-MONTEIRO, D.M. (2025). Double Moral Hazard in Contract Farming: An Experimental Analysis. *Journal of Agricultural Economics*, 76(3), pp. 640-650.

KARAKOSTAS, A., GRIMM, V. et DRICHOUTIS, A.C. (2025). Jumping the Queue: An Experimental Study on Cultural Differences in Bribing Attitudes Among Greeks and Germans. *Journal of Economic Behavior and Organization*, 235, pp. 107045.

BALAFOUTAS, L., CELSE, J., KARAKOSTAS, A. et UMASHEV, N. (2025). Incentives and the Replication Crisis in Social Sciences: A Critical Review of Open Science Practices. *Journal of Behavioral and Experimental Economics*, 114, pp. 102327.

KARAKOSTAS, A., NHU TRAN, E. et ZIZZO, D.J. (2025). Experimental Insights on Antisocial Behavior: Two Meta-Analyses. *Experimental Economics*, 28(1), pp. 43-74.

KARAKOSTAS, A., MORGAN, G. et ZIZZO, D.J. (2023). Socially interdependent risk taking. *Theory and Decision*, 95(3), pp. 365-378.

KARAKOSTAS, A., MATZAT, D., KOCHER, M.G., RAU, H.A. et RIEWE, G. (2023). The Team Allocator Game: Allocation Power in Public Goods Games. *Games and Economic Behavior*, 140, pp. 73-87.

CElse, J., KARAKOSTAS, A. et ZIZZO, D.J. (2023). Relative Risk Taking and Social Curiosity. *Journal of Economic Behavior and Organization*, 210, pp. 243-264.

CHOWDHURY, S.M. et KARAKOSTAS, A. (2020). An experimental investigation of the 'tenuous trade-off' between risk and incentives in organizations. *Theory and Decision*, 88(1), pp. 153-190.

KARAKOSTAS, A., SONNTAG, A. et ZIZZO, D.J. (2017). Contract Choice: Efficiency and Fairness in RevenueSharing Contracts. *Scandinavian Journal of Economics*, 119(4), pp. 962-986.

KARAKOSTAS, A. et ZIZZO, D.J. (2016). Compliance and the power of authority. *Journal of Economic Behavior and Organization*, 124, pp. 67-80.

Communications (conférences avec comité de sélection)

PROST, E. et KARAKOSTAS, A. (2024). Having Experience in the Trenches. Dans: 14th International Conference of the French Association of Experimental Economics (AFSEE). Grenoble.

KARAKOSTAS, A. et BALAFOUTAS, L. (2024). Signaling Virtue in Credence Goods Markets. Dans: 14th International Conference of the French Association of Experimental Economics (AFSEE). University of Grenoble Alpes.

KARAKOSTAS, A. (2023). Virtue Signaling in Credence Goods Markets. Dans: Annual CRETE Conference. University of Athens, Naxos.

KARAKOSTAS, A. et BALAFOUTAS, L. (2023). Signaling Virtue in Credence Goods Markets. Dans: Economic Science Association (ESA) World Meeting. Lyon.

KARAKOSTAS, A. (2021). Socially Interdependent Investment. Dans: Experimental Finance Conference. Innsbruck.

DRICHOUTIS, A.C., GRIMM, V. et KARAKOSTAS, A. (2020). Bribing to Queue-Jump: A Cross-Country Experiment in Greece and Germany. Dans: ESA World Meeting.

KARAKOSTAS, A., KOCHER, M.G., MATZAT, D., RAU, H.A. et RIEWE, G. (2018). The Team Allocator Game: The Power of Leadership in Public Goods Games. Dans: ESA workshop. Berlin.

DRICHOUTIS, A.C., GRIMM, V. et KARAKOSTAS, A. (2015). Bribing to Queue-Jump: A Cross-Country Experiment in Greece and Germany. Dans: EFI Workshop. Nuremberg.

Présentations dans un séminaire de recherche

KARAKOSTAS, A. et BALAFOUTAS, L. (2023). Virtue Signaling in Credence Goods Markets. Dans: Séminaire de recherche sur le thème des méthodes expérimentales. ESSCA School of Management, Lyon.

KARAKOSTAS, A. et BALAFOUTAS, L. (2023). Signaling Virtue in Credence Goods Markets. Dans: ESADE Research Seminar. Barcelone.

KARAKOSTAS, A. et BALAFOUTAS, L. (2023). Virtue Signaling in Credence Goods Markets. Dans: Experimental Economics Seminar. Monash University, Melbourne.

KARAKOSTAS, A. et BALAFOUTAS, L. (2022). Virtue Signaling in Credence Goods Markets. Dans: Behavioural Economics seminar. Queensland University of Technology.

KARAKOSTAS, A., KOCHER, M.G., MATZAT, D., RAU, H.A. et RIEWE, G. (2018). The Team Allocator Game: The Power of Leadership in Public Goods Games. Dans: University of Burgundy research seminar. Dijon.

ACTIVITÉS DE RECHERCHE

Activités éditoriales

Comité éditorial de revue scientifique

- Depuis 2023 Membre du comité éditorial, Applied Psychology: An International Review
- Depuis 2023 Membre du comité éditorial, International Journal of Portfolio Analysis and Management

Travaux d'évaluation pour des revues scientifiques

- Depuis 2025 Évaluateur ad-hoc, European Economic Review
- Depuis 2025 Évaluateur ad-hoc, Humanities and Social Sciences Communications
- Depuis 2024 Évaluateur ad-hoc, Personality and Individual Differences
- Depuis 2024 Évaluateur ad-hoc, Economic Record
- Depuis 2020 Évaluateur ad-hoc, Southern Economic Journal
- Depuis 2019 Évaluateur ad-hoc, Journal of Economic Psychology
- Depuis 2019 Évaluateur ad-hoc, Journal of Behavioral and Experimental Economics
- Depuis 2018 Évaluateur ad-hoc, Journal of Economic Behavior and Organization
- Depuis 2016 Évaluateur ad-hoc, Econometrica
- Depuis 2013 Évaluateur ad-hoc, Theory and Decision

Service à la discipline

Participation à des comités d'évaluation

- Depuis 2024 Évaluateur ad-hoc, Austrian Science Fund (FWF), Autriche
- Depuis 2019 Évaluateur ad-hoc, Diligentia Foundation

Membre adhérent à une association académique

- Depuis 2016 Membre, Economic Science Association (ESA), Royaume Uni

Service à l'institution

Participation active à un événement de l'institution

- 2024 - 2024 Online talks - "The Application of Behavioural Insights in EU Policymaking", keynote Emanuele Ciriolo, Head of the Competence Centre on Behavioural Insights at the Joint Research Centre of the European Commission, ESSCA School of Management, France
- 2024 - 2024 Online talks - "Behavioral strategy in action - from behavioral sciences to practice" keynote Jori Grym, Behavioral Strategist with the Finnish Tax Administration at Vero, ESSCA School of Management, France
- 2024 - 2024 Online talks - "Behavioral Science as a Tool for Innovation and Sustainability", keynote Fatima Koaik & Robin Schnider (PWC, Strategy&), ESSCA School of Management, France
- 2023 - 2023 Experimental Economics Research Seminar, ESSCA School of Management, France
- 2023 - 2023 Online talks - "Behavioral Science and Climate Change Beyond Academia", keynote Raoni Demnitz, Co-Founder and Director at EcoNudge, ESSCA School of Management, France
- 2023 - 2023 Online talks - "Behavioral Science as a Tool for Innovation and Sustainability", keynote Diogo Goncalves, Nudge Portugal, ESSCA School of Management, France
- 2023 - 2023 Online talks - "Applying behavioural insights to improve online safety: lessons learned from Ofcom's Behavioral Insights Hub", keynote Dafni Skotida Zach Mills, Ofcom, ESSCA School of Management, France

2023 - 2023 Online talks - "Behavioral Science In Organizations: How to build a team and what to do with it", keynote Matt Wallaert, Founder of BeSci.io & former head of BeSci at Microsoft, ESSCA School of Management, France

Supervision de thèse de doctorat

Depuis 2021, Co-directeur de thèse

N. UMASHEV, En cours, The causes and consequences of antisocial behaviour, The University of Queensland

2023, Co-directeur de thèse

P. KIJJANAPANICH, Soutenue, Essays on credence goods markets: reputation and second opinions, The University of Queensland

2021, Co-directeur de thèse

A. COSMOS, Soutenue, Double Moral Hazard and Relational Contract: Evidence from Ghana and Experimental Economics, Newcastle University - Newcastle