

Curriculum Vitae
Eleftherios Zacharias

Associate Professor

Department of Economics

Athens University of Economics and Business

76 Patission Street

104 34 Athens

Greece

Tel: 210 8203 388

Email: ezachar@aueb.gr

Homepage:

<http://www.econ.aueb.gr/faculty/zacharias.html>

Other
Affiliation: Fellow, Rimini Centre for Economic Analysis.

Education: Ph.D., 1999, University of Illinois at Urbana-Champaign, *Department of Economics*.
M.Sc., 1997, University of Illinois at Urbana-Champaign, *Finance Department*.
M.A., 1990, Athens University of Economics and Business, *Department of Economics*.
Ptychio, 1987, Athens University of Economics and Business, *Department of Economics*.

Dissertation
Title: Essays in Pricing and Price Formation

Research
Interests: Microeconomic Theory, Industrial Organization

Teaching and
Professional
Experience: 8/2024 – now, Associate professor, Athens University of Economics and Business.
3/2006 – 8/2024, Assistant professor, Athens University of Economics and Business.
12/2002 – 3/2006, Assistant professor, University of Ioannina.
1/2001-12/2002, Lecturer, Cyprus University.
9/2000-12/2000, Visiting Lecturer, Cyprus University.
1999-2000, Postdoctoral TMR Fellow, Hebrew University of Jerusalem.
9/1999-12/1999, Visiting Assistant Professor, Cyprus University.

Publications in
Refereed
Journals: 11 “*Optimal taxation with positional considerations*”, (with O. Karakosta), *Journal of Public Economic Theory*, 25(2), 2022, 342-358.
10 “*Prices as signals of product quality in a duopoly*”, (with M. Chen and K. Serfes), *International Journal of Game theory*, 52(1), 2022, 1-31.
9 “*Real Option Games with R&D and Learning Spillovers*”, (with S. Martzoukos), *Omega*, 41(2), 2013, 236 - 249.
8 “*Location Decisions of Competing Networks*”, (with K. Serfes), *Journal of Economics and Management Strategy*, 21 (4), 2012, 989 - 1005.
7 “*A topological characterization of the existence of non empty choice sets*”, (with A. Andrikopoulos), *Topology and its Applications*, (special issue on: 2010

International Conference on Topology and its Applications), 159 (7), 2012, 1987-1992.

6 “Product Line Pricing in a Vertically Differentiated Oligopoly”, (with G. Deltas and S. Stengos), *Canadian Journal of Economics*, 44(3), 2011, 907-929.

5 “Product Entry, Firm Relocation and Welfare”, *The Quarterly Review of Economics and Finance*, 49, 2009, 1225-1235. Also, EERI working paper No. 2009-17 (with invitation).

4 “Entry order and Pricing over the product cycle: The Transition from the 486 to the Pentium Processor”, (with G. Deltas). *International Journal of Industrial Organization*, 24, 2006, 1041-1069.

3 “Intertemporal Pricing and Price Discrimination: A Semiparametric Hedonic Analysis of the Personal Computer Market”, (with A. Stengos), *Journal of Applied Econometrics*, 21, 2006, 371-386.

2 “Sampling Frequency and the Comparison Between Conformable Matched Model and Hedonic Regression Price Indexes”, (with G. Deltas), *Journal of Business and Economics Statistics*, 22, 2004, 94-106.

1 “Ex Post Efficiency in the Buyer’s Bid Double Auction when Demand can be Arbitrarily Larger than Supply”, (with S. Williams), *Journal of Economic Theory*, 97, 2001, 175-190.

Books

“Introduction to Economics”, (textbook in Greek), 2017.

Primary Supervisor

Ioannis Chatzigiatrioudakis, “Essays on the formation of economic coalitions in the presence of multilateral externalities”, 2017.

Current Research

“Merge to monopoly in a vertically differentiated market with positional effects”, (with P. Skartados).

“Product Offerings and Pricing in a Vertical Differentiated Market with Positional or Status Effects”, (with G. Deltas).

Conference Presentations:

“An Empirical Study of Micro-Computer Trends”, (with G. Deltas). Western Economic Association, Seattle, WA, Summer 1997.

“Pricing Dispersion over the Product Cycle: The Transition from the 486 to the Pentium Processor”, (with G. Deltas). Presented (by G. Deltas): NBER Conference on Competition and Organization in Technology Intensive Industries, Cambridge, MA, December 1997.

“Ex Post Efficiency in the Buyer’s Bid Double Auction when Demand can be Arbitrarily Larger than Supply”, (with S. Williams), Midwest Economic Theory Association, East Lansing, MI, May 1998 and European Workshop on General Equilibrium Theory, Paris, France, May 2000.

“Pricing Dispersion over the Product Cycle: The Transition from the 486 to the Pentium Processor”, (with G. Deltas). CEPR Conference on Industrial Organization, Lisbon, Portugal, July 2000.

“Sampling Frequency and the Comparison Between Conformable Matched

Model and Hedonic Regression Price Indexes", (with G. Deltas). EARIE, Dublin, Ireland, Summer 2001.

"Intertemporal Pricing and Price Discrimination: A Semiparametric Hedonic Analysis of the Personal Computer Market", (with A. Stengos). EARIE, Madrid, Spain, Summer 2002 και 1st Conference on Research on Economic Theory and Econometrics, Chania, Greece, Summer 2002.

"Multi-Unit (Double) Auctions", (with S. Williams). 6th International Conference on Current Trends in Economics, Rhodes, Greece, Summer 2003.

"A simple model of pricing under sequential entry", ASSET Annual Meeting, Rethymnon, Greece, October 2005.

"Convergence to efficiency in asymmetric double auctions", (with S. Arvanitis), 8th International Conference on Current Trends in Economics, Kos, Greece, Summer 2007.

"Entry, Relocation and Welfare", 1st Ioannina Meeting of Applied Economics and Finance, Ioannina, Summer 2008.

"Product Pricing: The Price Premium of Being on the Firm and Industry Frontiers", (with G. Deltas and S. Stengos), 7th Annual International Industrial Organization Conference, Boston, Spring 2009.

"Location Decisions of Competing Platforms: The Principle of Maximum Differentiation May Not Hold", (with K. Serfes), CRETE 09 Conference, Tinos Greece, Summer 2009.

"Location Decisions of Competing Platforms", (with K. Serfes), 8th Annual International Industrial Organization Conference, Canada, Spring 2010.

"Pricing of status goods", (with G. Deltas), The Rimini Conference in Economics and Finance, Italy, Spring 2010.

"Location Decisions of Competing Networks", (with K. Serfes), EARIE, Stockholm, Sweden, Summer 2011.

"Product Offerings and Pricing in a Vertically Differentiated Market with Positional or status Effect", (with G. Deltas), EARIE, Rome, Italy, Summer 2012.

"Price Competition in a Duopoly Characterized by Positional Effects", (with E. Dritsa), EARIE, Evora, Portugal, Summer 2013.

"Indirect Taxation in a Vertical Differentiated Market with Positional Externalities", (with O. Karakosta), LAGV, Aix-en-Provence, France, Summer 2014.

"Indirect Taxation in a Vertical Differentiated Market with Positional Externalities," (with O. Karakosta), EARIE, Milan, Italy, Summer 2014.

"Strategic positioning of goods in a market with a niche", EARIE, Munich, Germany, Summer 2015.

"Product Offerings and Pricing in a Market with Positional or Status Effects", (with G. Deltas), EARIE, Maastricht, The Netherlands, Summer 2017.

"The Advertising Mix in an oligopoly Market", (with K. Serfes), EARIE, Barcelona, Spain, Summer 2017.

“Prices as signals of product quality in a duopoly”, (with M. Chen and K. Serfes), IIOC, virtual, Spring 2021.

“Prices as signals of product quality in a duopoly”, (with M. Chen and K. Serfes), ASSET, Marseille, Autumn, 2021.

“Optimal taxation with positional considerations”, (with O. Karakosta), RCEA conference on Recent Developments in Economics, Econometrics and Finance, virtual, March 2022.

“Merge to monopoly in a vertically differentiated market with positional effects”, (with P. Skartados), Oligo Workshop, Nicosia, Cyprus, Summer 2022.

“Merge to monopoly in a vertically differentiated market with positional effects”, (with P. Skartados), EARIE, Vienna, Austria, Summer 2022.

“Merge to monopoly of goods with positional effects”, (with P. Skartados), ASSET, Rethymno, Greece, Autumn, 2022.

“Subsidy salience and the effectiveness of green policies”, (with O. Karakosta), ASSET, Lisbon, Portugal, Autumn, 2023.

“Subsidy salience and the effectiveness of green policies”, (with O. Karakosta), RCEA, London, G. Britain, Summer, 2024.

“Subsidy salience and the effectiveness of green policies”, (with O. Karakosta), EARIE, Amsterdam, The Netherlands, Summer, 2024.

Academic Service:

Undergraduate advisor (AUEB), 2006-2007. In charge of the Department’s working papers series (AUEB), 2007-2013.

Seminar co-organizer (University of Cyprus), 2001-2002.

Ad hoc referee: Economic Theory, Economics Bulletin, Ekonomia, Empirical Economics, European Economic Review, Games and Economic Behavior, International Economic Review, Journal of Applied Mathematics and Decision Sciences, Journal of Economics, Journal of Economics and Management Strategy, Southern Economic Journal, Studies in Nonlinear Dynamics & Econometrics, Letters in Spatial and Resource Sciences, The B.E. Journal of Theoretical Economics, Journal of Competition Law & Economics.

Member of scientific committee: ASSET Annual Meeting, Pafos 2002.

Member of organizing committee: Annual Meetings, European Trade Study Group (ETSG), Athens 2007.

Member of local scientific committee: ASSET Annual Meeting, Athens 2019.

Member of external scientific committee: ASSET Annual Meeting, 2022.

Grants:

Athens University of Economics and Business, Research Grant, 2015-2016.

Athens University of Economics and Business, Research Grant, 2014-2015.

Networks, Electronic Commerce and Telecommunications (NET) Institute
research grant, Summer 2010.

Networks, Electronic Commerce and Telecommunications (NET) Institute
research grant, Summer 2009.

**Honors and
awards:**

Postdoctoral TMR Fellowship, 1999-2000, Hebrew University of Jerusalem.

“Robert Willis Harbeson Memorial Dissertation Fellowship”, 1999, University of
Illinois.

“Financial support for conference participation”, Summer 1997, University of
Illinois.

Fellowship, 1990, Athens University of Economics and Business.