

LAMBROS PECHLIVANOS

Athens University of Economics and Business
Department of International and European Economic Studies
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EDUCATION

- 5/92 – 4/96 Ph.D. in Economics, Boston University, USA
- 9/89 – 6/91 Master of Arts in Political Economy, Boston University, USA
- 9/85 – 6/89 Ptyhion in Economics (B.A.), Aristotle University of Thessaloniki, Greece

ACADEMIC EMPLOYMENT

- Since 8/02 Assistant Professor, Athens University of Economics and Business, Department of International and European Economic Studies
- Since 9/00 Visiting Professor, University of Athens & National Technical University of Athens, Joint graduate program
- 7/04 – 6/07 Visiting Professor, University of Passau, Germany
- 4/01 – 7/02 Research Counselor, Foundation for Industrial and Economic Research (IOBE), Athens
- 2/97 – 2/99 Chargé de Recherche – Marie Curie Fellow, Institut d’Economie Industrielle (IDEI), Toulouse, France
- 5/94 – 7/95 Lecturer, Boston University

TEACHING EXPERIENCE

Microeconomics (Undergraduate, Masters’, and PhD level)
Contracts and Negotiations (Masters’ level)
Corporate Governance (Masters’ level)
European Union Competition and Deregulation Policies (Masters’ level)
Industrial Organization (Masters’ level)
Game Theory (Undergraduate and PhD level)

RESEARCH INTERESTS

Economics of Information and Organization, Industrial Organization, Corporate Finance, Public Finance

SCHOLARSHIPS – RESEARCH GRANTS

Joint Research and Technology Programs (Greece – Spain) 2004-2006, Greek Ministry of Development (GSRT grant HG2004-0013) Title: Development and Appraisalment of Negotiation Models for Mobile Intelligent Agents in Electronic Marketplaces

Marie Curie Post-Doctoral Fellowship: Two-year research fellowship awarded by the European Commission under the Training and Mobility of Researchers program (TMR grant ERBFMBICT961580)

Graduate Scholarships from Boston University during all academic years

PUBLICATIONS

A) Journal Articles

“An Intelligent Agent Negotiation Strategy in the Electronic Marketplace Environment”, *European Journal of Operation Research* 187, June 2008, p.p. 1327-1345, (with Ioanna Roussaki and Malamati Louta)

“Second-Price, Common-Value Auctions under Multidimensional Uncertainty”, *Games and Economic Behavior* 55, April 2006, p.p. 43-71 (with Maria Angeles de Frutos)

“Optimal Inventory and Pricing Policies for Supply Chain Networks”, *Computer Aided Process Engineering* 14, May 2004, pp. 1003-1008 (with Panos Seferlis) [papers and proceedings volume]

“Career Concerns in Teams”, *Journal of Labor Economics* 20(2), April 2002, pp. 289-307 (with Emmanuelle Auriol and tov Guido Friebel)

“Heterogeneity-Promoting Optimal Procurement”, *Economics Letters* 67(1), April 2000, pp. 105-112 (with Juan-José Ganuza)

B) Chapters in Collective Volumes

“On Measurement of Competitiveness and Entrepreneurship: The role of country ranking reports”, in *Entrepreneurship II*, S. Lioukas (ed) 2007, forthcoming, AUEB (with Chryssostomos Stoforos) (in Greek)

“Discussion of In Praise of the European Constitution: A political economics perspective”, in *Designing the New European Union*, H. Berger and T. Moutos (eds) 2007, p.p. 53-56, Elsevier

“Self-Enforcing Corruption: Information Transmission and Organizational Response”, in *The New Institutional Economics of Corruption*, J. Graf Lambsdorff, M. Taube and M. Schramm (eds) 2005, pp. 93-111, London: Routledge

C) Articles in Conference Proceedings

“Reputation Based Intelligent Agent Negotiation Frameworks in the E-Marketplace”, in *proceedings of ICETE 2006 Conference*, August 2006, pp. 5-12 (with Ioanna Roussaki and Malamati Louta)

“Seller’s Estimation of the Buyer’s Contract Space via Adaptive Learning Techniques in E-Commerce Context”, in *proceedings of IEEE/WIC/ACM 2005 Conference on Intelligent Agent Technology*, September 2005, pp. 218-225 (with Ioanna Roussaki and Malamati Louta)

“An Efficient Negotiation Strategy in E-commerce Context Based on Simple Ranking Mechanism”, in *proceedings of ICETE 2004 Conference*, August 2004, pp. 18-25 (with Ioanna Roussaki and Malamati Louta)

“Negotiation of Intelligent Agents: Dynamic Model and Contract Ranking Strategy for Electronic Commerce Environments”, in *proceedings of IEEE 4th International Conference on Intelligent System Design and Application (ISDA '04)*, August 2004, pp. 777-782 (with Ioanna Roussaki and Malamati Louta)

“An Effective Negotiation Strategy for Simple Buyer Response in E-commerce Environment”, in *proceedings of 2nd International IEEE Conference on “Intelligent Systems” (IS'04)*, June 2004, pp. 535-540 (with Ioanna Roussaki and Malamati Louta)

“An Efficient Negotiation Model for the Next Generation Electronic Marketplace”, in *proceedings of 12th IEEE Mediterranean Electrotechnical Conference (MELECON 2004)*, May 2004, pp. 615-618 (with Ioanna Roussaki and Malamati Louta)

D) Monograph

“Foreign Direct Investment in Greece”, 2004, Athens: IOBE (165 pages). (with Theodosios Palaskas and Christoforos Stoforos) (in Greek)

E) Unpublished – Working papers

“Auctioning off with a Split Mind: Privatization under Political Constraints”, mimeo, 2006, (with Maria Angeles de Frutos)

“Multi-attribute Procurement Auctions”, work in progress, (with Maria Angeles de Frutos)

“Flexible Node-level Pricing as a Substitute Instrument to Supply Chain Management”, mimeo, 2006, (with Panos Seferlis)

“Takeovers vs. Elections: The Role of the Transferability of Property Rights as a Disciplining Device”, mimeo, 2005

“On the Transition Effects of Reform Policies: Interim Effects of the Russian Privatization Plan”, mimeo, 2005

“Self-Enforcing Corruption and Optimal Deterrence”, mimeo, 2002

“Teamwork Management in an Era of Diminishing Commitment”, #2281 CEPR Discussion Paper 1999 (with Emmanuelle Auriol and Guido Friebel)

CONFERENCE PRESENTATIONS

21st European Congress of Operation Research (EURO2006), Reykjavik, July 2006

4th Hellenic Finance and Accounting Association (HFAA) Conference, Piraeus, December 2005

4th CRETE Conference, Syros, July 2005

Meetings of the European Association for Research in Industrial Economics (EARIE 2004), Berlin, September 2004

2nd World Congress of the Game Theory Society (GAMES 2004), Marseille, July 2004

2004 Meetings of the Society for Economic Design (SED 2004), Mallorca, June 2004

CESifo-Delphi Conference “Designing the New EU”, Delphi, June 2004

2nd CRETE Conference, Chania, July 2003

Workshop on Economics of Corruption, University of Goettingen – Transparency International, Goettingen, November 2002

CEPR conference “Incentives and Beyond – The economics of personnel and organization”, Stockholm School of Economics, Stockholm, May 2002

ASSET Meetings 2001, Rethymnon, Crete, October 2001

Econometric Society European Meetings (ESEM2001), Lausanne, August 2001

ASSET Meetings 1998, Bologna, October 1998

European Economic Association Meetings (EEA98), Berlin, September 1998

Econometric Society European Meetings (ESEM98), Berlin, September 1998

European Finance Association 25th Anniversary Meeting (EFA98), Fontainebleau, August 1998

Econometric Society North American Summer Meetings (NASM98), Montreal, June 1998

ASSET Meeting 1997, Marseille, October 1997

Econometric Society European Meetings (ESEM96), Istanbul, August 1996

Econometric Society 7th World Congress (ES7WC), Tokyo, August 1995

INVITED SEMINARS

2007: University of Passau, Germany

2006: University of Piraeus

2004: University of Passau, Germany
IDEI, Toulouse, France

2002: University of Cyprus
University of Crete

2000: Athens University of Economics and Business

1999: University of Athens
Universidad Carlos III, Madrid
University of Toulouse

1998: Stockholm School of Economics
Ecole Nationale des Ponts et Chaussées, Paris

1997: GREMAQ, Toulouse

1996: Boston University

PERSONAL DATA

Date of Birth: June 26, 1967

Citizenship: Greek

Military Service: 3/99 – 2/01