

# Curriculum Vitae

Kosmas Marinakis, Ph.D.

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## Personal Info

Full Name: Kosmas Marinakis  
 Address: 10 Canning Rise, Singapore, 179 873  
 Phone: +65 6826 1339  
 E-mail: kmarinakis@smu.edu.sg or kmarinakis@hotmail.com  
 Web: www.kmarinakis.org

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## Education

- Ph.D. in Economics, *North Carolina State University, USA, 2008*
- MA in Economics (Minor in Statistics), *North Carolina State University, USA, 2004*
- BSc in Economics (Minor in Applied Economics), *Athens University of Economics and Business, Greece, 2002*

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## Areas of Academic Interest

Theory of Incentives, Industrial Organization, Economics of Education, Experimental Economics

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## Employment

- 2022 – *Singapore Management University, College of Integrative Studies, Senior Lecturer of Economics*
- 2019 – 2022 *Singapore Management University, School of Economics, Senior Lecturer of Economics*
- 2012 – 2019 *Higher School of Economics, National Research University, Assistant Professor, ICEF & Faculty of Economic Sciences (Joint appointment)*
- 2011 – 2012 *University of Cyprus, Research Scientist*
- 2011 – 2012 *Cyprus Institute of Marketing, MBA Academic Director & Lecturer*
- 2009 – 2010 *National Defense Ministry of Greece, (compulsory military service term)*
- 2008 – 2009 *Wake Forest University, Visiting Assistant Professor of Economics*
- 2008 *North Carolina State University, Adjunct Professor of Economics*
- 2004 – 2008 *North Carolina State University, Lecturer of Economics*
- 2003 – 2004 *North Carolina State University, Teaching Assistant*
- 1996 – 2002 *Trailer O.P., Mastermind S.A & Streamline Ltd., Athens, Greece, Marketing Division*

## Refereed Publications

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- "Are Tournaments Optimal over Piece Rates under Limited Liability for the Principal?", with Theofanis Tsoulouhas, *International Journal of Industrial Organization* 31(3) (2013), 223-237
- "A Comparison of Cardinal Tournaments and Piece Rate Contracts with Liquidity Constrained Agents", with Theofanis Tsoulouhas. *Journal of Economics* 105(2) (2012), 161-190
- "Tournaments with Ex Post Heterogeneous Agents", with Theofanis Tsoulouhas. *Economics Bulletin*, Vol. 4 no. 41 pp. 1-9 (2007)

## Papers Under Review

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- "Games of Cheating" with Martsella Davitaya
- "Cardinal versus Rank Order Evaluation in Contracts"
- "Incentives under Peer Effects: A Field Experiment"

## Work in Progress

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- "Vertically Stacked Contests by Different Principals" (in progress)
- "Horizontal Differentiation as a Search for New Markets" (in progress)
- "Schooling and the Business Cycle" with Andri Chassamboulli, (in progress)
- "Mergers and Excess Market Power in Regulated Vertically Differentiated Industries" (in progress)

## Journal Referee

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American Journal of Agricultural Economics, Journal of Economics and Management Strategy, Journal of Economics, International Journal of Industrial Organization, Computational Economics, HSE Working Paper series

## Awards and Accomplishments

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- Alumni Distinguished Professor 2019, *Higher School of Economics*, 2019
- Best Teacher of the Year 2019, *Higher School of Economics*, 2019
- Alumni Distinguished Professor 2018, *Higher School of Economics*, 2018
- Best Teacher of the Year 2018, *Higher School of Economics*, 2018
- Alumni Distinguished Professor 2017, *Higher School of Economics*, 2017
- Best Teacher of the Year 2017, *Higher School of Economics*, 2017
- Golden Medal for Highest Achievement in Education (nominated, progressed for the final stage), 2016
- Best Teacher of the Year 2016, *Higher School of Economics*, 2016
- Best Teacher of the Year 2015, *Higher School of Economics*, 2015
- Best Teacher of the Year 2014, *Higher School of Economics*, 2014
- Best research advisor (3<sup>rd</sup> place, "Incentives under O-ring contracts"), *Higher School of Economics*, 2014
- Honorable Discharge at the rank of Sergeant, *Greek Army*, 2010
- Outstanding Teaching Award, *North Carolina State University*, 2005
- Scholar, *National Scholarships Institute of Greece (IKY)*, 2002 – 05

## Teaching Experience

### A. Academic Courses Developed

Course title	Level	Course size	Years taught	Institution
<i>Economics &amp; Society</i>	1 <sup>st</sup> year BA.	180	2019 – today	SMU
<i>Industrial Economics</i>	4 <sup>th</sup> year BSc.	20 – 150	2012 – 2019	HSE (ICEF)
<i>Microeconomics 2</i>	2 <sup>nd</sup> year BSc.	330 – 370	2013 – 2019	HSE (FES)
<i>Contract Theory &amp; Incentives</i>	MSc.	6	2017 – 2018	HSE (ICEF)
<i>Ph.D. Microeconomics</i>	PhD core year	6	2012	HSE (FES)
<i>Real-world Economics (short course)</i>	High-school +	300	2018	ILE Summer School
<i>Finance Research Seminar</i>	4 <sup>th</sup> year BSc.	70	2012	HSE (Finance Dept.)
<i>Intermediate Microeconomics</i>	3 <sup>rd</sup> year BA	40	2008, 2009	NC State U., Wake Forest U.
<i>Intermediate Macroeconomics</i>	3 <sup>rd</sup> year BA	40 – 60	2008, 2008 – 2009	NC State U., Wake Forest U.
<i>Introduction to Economics</i>	2 <sup>nd</sup> year BA	40	2008, 2008 – 2009	NC State U., Wake Forest U.
<i>Principles of Macroeconomics</i>	2 <sup>nd</sup> year BA	40	2004 – 2007	NC State U.
<i>Business Statistics (labs)</i>	3 <sup>rd</sup> year BA	30	2003 – 2004	NC State U.

### B. Online Academic Courses Developed

Course title	Level	Students	Released	Platform
<i>Industrial Organization: Strategy &amp; Competition in Business</i>	4 <sup>th</sup> year BSc./ 1 <sup>st</sup> Year MSc.	6,575+	2017	Coursera
<i>Real-world Economics</i>	Any level	NA	2018	YouTube

### C. Soft-Skill Courses Developed

Course title	Level	Course size	Years taught	Institution
<i>Professional Ethics (4 lecture series)</i>	All students	300	2017	HSE
<i>Scientific Writing (2 lecture series)</i>	4 <sup>th</sup> year BSc. MSc.	150	2015 – 2017	HSE (ICEF)
<i>Public Speaking (4 lecture series)</i>	All students	450	2014 – 2016	HSE
<i>Teaching in Economics (6 lecture series)</i>	Educators only	NA	2018 (forthcoming)	HSE Institute for Teaching Excellence

## Other Professional Activities

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Creator of the YouTube channel "Greeconomics" posting videos on communication of economic science in the Greek language. Currently 83,000 subscribers and 3,250,000 views.

Weekly Columnist at *MoneyReview.gr* by *Kathimerini*, major national Greek newspaper (in Greek)

Academic Director of ICEF Olympiad Committee: organization of the national and the international competitions for Economics and Finance graduates (2014 – 2018)

Executive member of the ICEF Advanced Research Program committee with mission to restructure the undergraduate research (diploma paper) program of the department (2012 – 2019)

Executive member of the ICEF BSc Committee and Council with duties to develop the curriculum and monitor the progress of the program (2016 – 2018)

Contributor of op-ed articles to the Greek economics and business national newspapers *Naftemporiki* and *Money Review* (in Greek language)

## Grants

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Individual Research Grant, *Centre of Advanced Studies, Higher School of Economics*, 2013 – 2014. Project: "Cardinal versus Ordinal Tournaments". Status: Completed successfully

Teaching and Learning Grant, *ICEF, Higher School of Economics*, 2015. Project: "Short-course on public speaking". Status: Completed successfully

## Supervision of Distinguished Graduation Thesis (excellent marks)

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Y. Begisheva «Informative Advertisement». ICEF, 2018

D. Ageykina «Incentives in Non-Binding Climate Agreements». ICEF, 2018

P. Bozhkova «Demand Elasticity and Consumer Behavior in Russian Tobacco Industry». ICEF, 2018

M. Davitaya «Incentives to Cheat and Principal's Incentives to Decrease Cheating». ICEF, 2017

A. Kagermazova «Evidence of the Collusion in the Russian Telecommunications Industry». ICEF, 2017

S. Petrosian «Patent or Not: Decision-Making Model for Firms-Innovators». ICEF, 2017

A. Nurumov «Competition in Markets with Horizontal Differentiation Goods». ICEF, 2016

D. Akopyan «R&D Investments for Mobile Network Operators». ICEF, 2016

A. Faikina «Peer Effects and Dishonest Behavior in the Individual Projects». FES, 2016

V. Titov «Incentive schemes under O-Ring production functions». ICEF, 2014

A. Chokati «Rank-Order Tournaments.». ICEF, 2014

E'. Akopyan «Principal-Agent Problem: Informative signals for agent's effort». ICEF, 2013

## Selected Research Presentations

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- "Incentives under Peer Effects: A Field Experiment"*, June 2016,  
CfP - Contests: Theory and Evidence, Norwich, UK
- "Cardinal vs. Rank order Evaluation"*, March 2015,  
Economics workshop, Higher School of Economics, Moscow, Russia
- "Incentives under Peer Effects"*, April 2014,  
Tilburg University – Department of Econometrics, Tilburg, The Netherlands
- "Incentives under Peer Effects"*, July 2013,  
CRETE 2013 Conference, Naxos, Greece
- "Incentives under Peer Effects"*, April 2013,  
Higher School of Economics, Moscow, Russia
- "Incentives under Peer Effects"*, March 2013,  
Conference for Tournaments, Contests and Relative Performance Evaluation, Fresno, CA, USA
- "Limited Liability in Tournaments"*, March 2012,  
Wuhan University, Wuhan, China
- "Limited Liability in Tournaments"*, February 2012,  
University of Johannesburg, Johannesburg, South Africa
- "Limited Liability in Tournaments"*, February 2012,  
Higher School of Economics, Moscow, Russia
- "Limited Liability in Relative Evaluation"*, November 2011,  
University of Cyprus, Nicosia, Cyprus
- "Incentives under Peer Effects"*, October 2009  
University of Macedonia, Thessaloniki, Greece
- "Tournaments and Liquidity Constraints for the Agents"*, March 2008,  
Conference for Tournaments, Contests and Relative Performance Evaluation, Raleigh, NC, USA
- "Tournaments and Piece Rates: Experimental Evidence"*, April 2008,  
Wake Forest University, Winston Salem, NC, USA
- "Tournaments and Piece Rates: Theory and Experimental Evidence"*, January 2008,  
Clarkson University Potsdam, NY, USA
- "The Theory of Tournaments and Piece Rates"*, March 2007,  
NC State University, 2nd Annual Graduate Student Research Symposium, Raleigh, NC, USA
- "The Theory of Tournaments and Piece Rates"*, November 2006,  
Southern Economics Association, 76<sup>th</sup> SEA Annual Meetings, Charleston, SC, USA
- "The Theory of Tournaments and Piece Rates"*, September 2006.  
NC State University, Department of Economics, Applied Micro/IO Workshop. , Raleigh, NC, USA
- "The Theory of Tournaments and Piece Rates"*, March 2006,  
Duke University, Fuqua School of Business, Contract Theory Workshop, Durham, NC, USA

## Languages

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Greek (native), English (fluent), Russian (elementary)

## Computing Skills

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MatLab: Extended knowledge and long experience and in handling data (cross section, time series, panels), simulations, econometric inference (ML, GMM, OLS) and computational analysis

Stata, SAS: Proficiency in handling datasets (cross section, time series, panels), experience with large demographic datasets (SIPP, CPS)

Other: Scientific Workplace, Maple, Adobe Premier Pro, Corel Draw, Adobe Photoshop

## Interests and Hobbies

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Videography, behavioral psychology, classic literature, cinema, fitness and running

## References

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Available upon request