

SANTIAGO SÁNCHEZ-PAGÉS

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Fields of interest:

Applied Economic Theory, Political Economy, Experimental Economics.

Positions:

2017- Senior Lecturer in Economics, King's College London.
2016- Associate Professor, University of Barcelona.
2011-2015 Ramon y Cajal Research Fellow, University of Barcelona.
2010-2015 Senior Lecturer in Economics, University of Edinburgh.
2003-2010 Lecturer in Economics, University of Edinburgh.

Education:

2003 Ph.D. in Economics, Universitat Autònoma de Barcelona.
1998 B.A. in Economics, Universidad Carlos III de Madrid.

Publications:

1. "Gender differences and stereotypes in strategic reasoning," (with M Cubel). *Economic Journal*, 127, 728–756, 2017.
2. "Social capital, conflict and welfare," (with C Jennings). *Journal of Development Economics*, 124, 157-167, 2017.
3. "An axiomatization of difference-form contest success functions," (with M Cubel). *Journal of Economic Behavior & Organization*, 131, 92-105, 2016.
4. "Do personality traits affect productivity? Evidence from the lab," (with M Cubel, A Nuevo-Chiquero and M Vidal-Fernandez). *Economic Journal*, 126, 654-681, 2016.
5. "Immigration, conflict and redistribution," (with A Solano-Garcia). *Scandinavian Journal of Economics*, 118(3), 557-593, 2016.
6. "(Don't) Make my vote count," (with M Faravelli), *Journal of Theoretical Politics*, 27, 544-569, 2015.
7. "On the relationship between market power and bank risk taking," (with K Dam and M Escrihuela-Villar), *The Journal of Economics*, 114(2), 177-204, 2015.
8. "Facial masculinity: how the choice of measurement method enables to detect its influence on behaviour," (with C Rodriguez and E Turiegano), *PLOS one*, 9(11), 2014.
9. "Who is the fairest of them all? The independent effect of attractive features and self-perceived attractiveness on cooperation among women," (with JA Muñoz-Reyes, M Pita, M Arjona and E Turiegano), *Evolution & Human Behavior*, 35(2), 118-125, 2014.
10. "Two studies on the interplay between social preferences and biological characteristics," (with E Turiégano), *Behaviour*, 150, 713–735, 2013.

11. "Bargaining and conflict with incomplete information," in the *Oxford Handbook of the Economics of Peace and Conflict*, S Skaperdas and M Garfinkel, eds., 2012.
12. "Optimism and commitment: An elementary theory of bargaining and war," (with C Ponsati), *SERIEs – Journal of the Spanish Economic Association*, 3, 157-179, 2012.
13. "The role of within-group inequality in a conflict against a unitary threat," (with M Cubel), *Peace Economics, Peace Science and Public Policy*, 18(3). 2012.
14. "The emergence of institutions," (with S Straub), *The B.E. Journal of Economic Analysis & Policy (Contributions)*, 10(1), Article 84, 2010.
15. "Testosterone, facial symmetry and cooperation in the Prisoners' Dilemma" (with E Turiégano), *Physiology & Behavior*, 99(3), 355-362, 2010.
16. "Conflict as part of the bargaining process," *Economic Journal*, 119, 1189-207, 2009.
17. "Enjoy the silence: An experiment on truth-telling," (with M Vorsatz), *Experimental Economics*, 12(2), 220-241, 2009.
18. "A theory of participatory democracy based on the real case of Porto Alegre," (with E Aragonés), *European Economic Review*, 53(1), 56–72, 2009.
19. "An experimental study of truth-telling in a sender-receiver game," (with M Vorsatz), *Games and Economic Behavior*, 61(1), 86-112, 2007.
20. "Endogenous coalition formation in contests," *Review of Economic Design*, 11(2). 139-163, 2007.
21. "Rivalry, exclusion and coalitions," *Journal of Public Economic Theory*, 9, 809-30, 2007.
22. "On the social efficiency of conflict," *Economics Letters*, 90(1), 96-101, 2006.
23. "When does universal peace prevail? Secession and group formation in rent-seeking contests and policy conflicts," (with F Bloch and R Soubeyran), *Economics of Governance*, 7(1), 3-29, 2006.

Working papers and research in progress:

1. "Gender, competition and performance: Evidence from real tournaments," (with P Backus, M Cubel, M Guid and E López-Mañas). Submitted.
2. "Masculinity and lying," (with E Turiegano and M Vorsatz). Submitted
3. "Accountability and incumbency (dis)advantage," (with E Aragonés).
4. "Difference-form group contests," (with M Cubel). IEB Working Paper 2014/6.
5. "Inequality in conflicts," (with M Cubel).
6. "Immigration in democracies: Conflict vs. enfranchisement," (with A Solano-García and I Iturbe'Ormaetxe).
7. "Predicting play in simple games," (with K Kawamura).

Recent seminars and conferences:

- Invited Presentations

- 2017 Seminars at the universities of Aberdeen, Kent, Edinburgh, Durham, Manchester and Montpellier Business School. Erasmus Political Economy Workshop (Rotterdam).
- 2016 Seminar at the Universitat Rovira i Virgili. Workshop on Political Economy and Voting Experiments (Granada) and Applied Economics Workshop (Sicily).
- 2015 Workshop Political Economy: Theory meets Empirics (Konstanz). Seminars at the University of Alicante, University of Massachusetts-Amherst, University of Pittsburgh, University of California Irvine and University of St Gallen.
- 2014 Summer School “Frontiers in Neuroeconomics” (Heidelberg). Applied Economics Workshop (Sicily). Workshop on Gender Issues in Experimental Economics (Alicante). Seminar at King’s College London.
- 2013 Conflict: Theory and Evidence (Stockholm). Seminars at the University of East Anglia, Warwick and New South Wales.
- 2012 Workshop on Security, Resources and the Environment (Exeter). Seminars at the University of Granada, New South Wales and Monash University.

- Conferences

- 2017 SAET Conference (Faro). EEA/ESEM conference (Lisbon).
- 2016 ESA World Congress (Jerusalem) and Symposium of Economic Analysis (Bilbao).
- 2015 ASSET Conference (Granada) and Symposium of Economic Analysis (Girona).
- 2014 Jan Tinbergen European Peace Science meeting (The Hague), APET annual conference (Seattle), EEA/ESEM conference (Toulouse) and Symposium of Economic Analysis (Majorca).
- 2013 EPSA annual conference (Barcelona), APET annual conference (Lisbon) and EEA/ESEM conference (Gothenburg).
- 2012 ASSET meeting (Cyprus) and Scottish Economic Society Conference (Perth).

- Other conferences (not as presenter)

- 2016 Conflict: Theory and Evidence Conference (East Anglia), COSME-FEDEA workshop (Madrid), Advances in the Economics of Conflict (Stockholm).
- 2015 Conflict: Theory and Evidence Conference (East Anglia).
- 2014 THEEM workshop (Switzerland), COSME-FEDEA workshop (Madrid), Workshop on Games in Markets, Organizations and Political Economy (Madrid).
- 2013 Barcelona GSE Winter Workshop, Young Researchers Meeting on Contests and Tournaments (Barcelona), BLUE inauguration meeting (Edinburgh), Concentration on Conflict (Barcelona), Jan Tinbergen European Peace Science meeting (Milan).
- 2012 2nd Priorat Workshop on Theoretical Political Science, BIC Theory Conference (Edinburgh), Barcelona GSE Winter Workshop.

Teaching experience:

- Undergraduate:

Intermediate and Advanced Microeconomics, Mathematics for Economics, Industrial Organisation, Political Economy, Development Economics.

- Graduate:

Microeconomics, Development Economics, Game Theory, Carbon Economics, Experimental Economics.

Research grants awarded (as main researcher)

Spanish Ministry of Science and Innovation, 2016-18. (4,200€).

Catalan Institute for Peace Research, 2015-16. (4,180€).

Spanish Ministry of Science and Innovation, 2013-15. (20,000€).

Spanish Ministry of Science and Innovation, 2012. (8,532€).

Abbey/Santander Research Funding, 2008 (£1,821).

Moray Endowment Fund, University of Edinburgh, 2005 (£1,728).

Development Trust Research Fund, University of Edinburgh, 2004 (£2,660).

Administrative service:

Study abroad coordinator, King's College London, 2017-.

Director of the Barcelona Economic Analysis Team (BEAT), 2016-.

External Examiner for the School of Economics, University of St Andrews, 2016-.

Member of the PhD Programme committee, University of Barcelona, 2012-16.

Co-organizer of the Behavior, Incentives and Games (BIG) seminar series, University of Barcelona, 2011-2016.

Member of the junior hiring committee, 2007, 2009, 2010 (University of Edinburgh), and 2013 (University of Barcelona).

International Exchange Coordinator, University of Edinburgh, 2006-2009.

Research Workshop Coordinator, University of Edinburgh, 2005-2008.

PhD supervision and committees

PhD supervisor for Marco Faravelli (currently at U of Queensland), Loukas Balafoutas (currently at U of Innsbruck), Vasileios Vlaseros (National Bank of Greece), Nancy Arnokourou (U of Edinburgh), Rebecca Piggott and Thomas Flochel (private sector).

Member of the thesis committee for Antoni-Italo de Moragas (EUI Florence), Marco Serena (U Carlos III), Alex Vázquez-Sedano (Autonoma de Barcelona), Achim Ahrens (Heriot-Watt), Ausias Ribó (U of Barcelona), Kimon Doulis (U of Edinburgh), Elena Costas-Perez (U of Barcelona), Xuezheng Chen (U of Warwick), Julen Berasaluce (Autonoma de Barcelona), Eva Alevyzaki (U of Edinburgh), Dario Maimone (U of Essex), Sean Qiao (U of Edinburgh) and Enrique Turiégano (Autónoma de Madrid).

Recent refereeing activities

American Economic Review, American Journal of Political Science, American Political Science Review, Economic Journal, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, Journal of Development Economics, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Public Economics, Journal of Public Economic Theory, Journal of the European Economic Association, Management Science, PLoS ONE, Review of Economic Studies, and Scandinavian Journal of Economics.

Organisation of events

Co-organizer with Enriqueta Aragonés of the Priorat Workshop in Electoral Systems and Political Influence, Falset, 2012.

Co-organizer with Kohei Kawamura of the SIRE Forum of Young Economists, Edinburgh, 2010.

Co-organizer with Stephane Straub of the SIRE Workshop on The Emergence of Institutions, Edinburgh, 2008.

Other merits

Research visits to the University of Queensland, July 2012; University of New South Wales, August 2013; University of Pittsburgh, February-June 2015; Max Planck Institute- Munich, April 2016.

Accredited as “Profesor Titular” by the ANECA and as “Professor Agregat” by the AQU.