SANTIAGO SÁNCHEZ-PAGÉS

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Fields of interest:

Political Economy, Experimental Economics, Economic Theory, Gender Economics.

Employment:

2023-	Professor of Economics, King's College London.
2017-2023	Associate Professor in Economics, King's College London.
2016-2017	Associate Professor in Economics, University of Barcelona.
2012-2015	Ramon y Cajal Research Fellow, University of Barcelona.
2010-2015	Associate Professor in Economics, University of Edinburgh.
2003-2010	Assistant Professor in Economics, University of Edinburgh.

Education:

2003 PhD in Economics, Universitat Autònoma de Barcelona.
1998 BSc in Economics, Universidad Carlos III de Madrid.

Research:

Journal articles

- 1. "Inequality in conflicts," (with M Cubel). Revise & resubmit at International Economic Review.
- 2. "Identity and corruption: A laboratory experiment," (with M Cubel and A Papadopoulou). Revise & resubmit at *Economic Theory*.
- 3. "Difference-form group contests," (with M Cubel). Forthcoming at Review of Economic Design.
- 4. "Gender, competition and performance: Evidence from real tournaments," (with P Backus, M Cubel, M Guid and E López-Mañas). *Quantitative Economics*, 14(1), 2023.
- 5. "Gender differences in equilibrium play and strategic sophistication variability," (with M Cubel). *Journal of Economic Behavior and Organization*, 194, 287-299, 2022.
- 6. "Masculinity and lying," (with E Turiegano and M Vorsatz). Frontiers in Psychology, 12, 2908, 2021.
- 7. "Property out of conflict: A survey and some new results," (with M Cubel). Revue d'Économie Politique, 130(6), 891-927, 2020.
- 8. "Sex affects the relationship between third party punishment and cooperation," (with C Rodriguez-Ruiz, JA Muñoz-Reyes, M Iglesias-Julios and Enrique Turiegano). *Scientific Reports*, 9, 4288, 2019.
- 9. "The face of another: anonymity and facial symmetry influence cooperation in social dilemmas," (with C Rodriguez-Ruiz and E. Turiegano). *Evolution & Human Behavior*, 40(1), 126-132, 2019.

- 10. "Social capital, conflict and welfare," (with C Jennings). *Journal of Development Economics*, 124, 157-167, 2017.
- 11. "Gender differences and stereotypes in strategic reasoning," (with M Cubel). *Economic Journal*, 127, 728–756, 2017.
- 12. "An axiomatization of difference-form contest success functions," (with M Cubel). *Journal of Economic Behavior & Organization*, 131, 92-105, 2016.
- 13. "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.
- 14. "Immigration, conflict and redistribution," (with A Solano-Garcia). *Scandinavian Journal of Economics*, 118(3), 557-593, 2016.
- 15. "(Don't) Make my vote count," (with M Faravelli), Journal of Theoretical Politics, 27, 544-569, 2015.
- 16. "On the relationship between market power and bank risk taking," (with K Dam and M Escribuela-Villar), *The Journal of Economics*, 114(2), 177-204, 2015.
- 17. "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.
- 18. "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.
- 19. "Two studies on the interplay between social preferences and biological characteristics," (with E Turiégano), *Behaviour*, 150, 713–735, 2013.
- 20. "Optimism and commitment: An elementary theory of bargaining and war," (with C Ponsati), SERIEs Journal of the Spanish Economic Association, 3, 157-179, 2012.
- 21. "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.
- 22. "The emergence of institutions," (with S Straub), The B.E. Journal of Economic Analysis & Policy (Contributions), 10(1), Article 84, 2010.
- 23. "Testosterone, facial symmetry and cooperation in the prisoners' dilemma" (with E Turiégano), *Physiology & Behavior*, 99(3), 355-362, 2010.
- 24. "Conflict as part of the bargaining process," Economic Journal, 119, 1189-207, 2009.
- 25. "Enjoy the silence: An experiment on truth-telling," (with M Vorsatz), *Experimental Economics*, 12(2), 220-241, 2009.
- 26. "A theory of participatory democracy based on the real case of Porto Alegre," (with E Aragonés), European Economic Review, 53(1), 56–72, 2009.
- 27. "An experimental study of truth-telling in a sender-receiver game," (with M Vorsatz), *Games and Economic Behavior*, 61(1), 86-112, 2007.

- 28. "Endogenous coalition formation in contests," Review of Economic Design, 11, 139-163, 2007.
- 29. "Rivalry, exclusion and coalitions," Journal of Public Economic Theory, 9, 809-30, 2007.
- 30. "On the social efficiency of conflict," Economics Letters, 90(1), 96-101, 2006.
- 31. "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, 3-29, 2006.

Book chapter

32. "Bargaining and conflict with incomplete information," in the Oxford Handbook of the Economics of Peace and Conflict, S Skaperdas and M Garfinkel, eds., OUP, 2012.

Completed papers and research in progress

- 1. "The use of conflict as a bargaining tool against unsophisticated opponents," (with A Yildizparlak). Submitted.
- 2. "Generalized difference-form contests," (with M Cubel). Submitted
- 3. "Contested elections and the power of new voters: The impact of extending voting rights to non-citizens," (with A Solano-García and I Iturbe-Ormaetxe). Submitted.
- 4. "Gender differences in the willingness to compete against a standard," (with M Cubel, C Schwieren and C Steck).
- 5. "Braggart or humble? The effect of self-reports on performance," (with M Cubel and A-K Koessler).
- 6. "Captured by conflict: Examining the consequences of war on the board," (with M Cubel, J Engel and P Nuess).

Economics education:

Books

- 1. The representation of economics in cinema. Scarcity, greed and utopia. Palgrave-Macmillan, 2021.
- 2. Capital y trabajo: 50 películas esenciales sobre (la) economía. Editorial UOC, 2019.

Book chapter

3. "Tiempos modernos: Cultura, investigación y docencia en economía", in *Economía y cultura*. *Una mirada hacia el futuro*, V Ateca, J Ganuza and J Prieto, eds. Editorial FUNCAS, 2021.

Recent seminars and conferences:

- Invited talks
- 2023 Seminars at the universities of Brunel, Essex, Kiel and Murcia. Guest lectures at the University of Alcalá and FUNCAS.
- 2022 Seminar at the universities of Leicester and Maryland.
- 2019 Seminars at the universities of Balearic Islands, Granada, New South Wales, York.

- 2018 Seminar at the universities of Lancaster and Middlesex and the Political Economy: Theory Meets Empirics Workshop (London).
- 2017 Seminars at the universities of Aberdeen, Kent, Edinburgh, Durham, Manchester, Montpellier Business School and Erasmus Political Economy Workshop (Rotterdam).

- Conferences

- 2023 NICEP conference (Nottingham), Maastricht Behavioral and Experimental Economics Symposium.
- 2022 Applied Economics Workshop (Sicily), ESA European Meeting (Bologna), Satire and Democracy (Paris).
- 2019 SAET Conference (Ischia), Contests: Theory and Evidence (Norwich), Applied Economics Workshop (Sicily).
- 2017 SAET Conference (Faro). EEA/ESEM conference (Lisbon).

Teaching experience:

- <u>Undergraduate</u>:

Intermediate Microeconomics, Advanced Microeconomics, Industrial Organisation, Mathematics for Economics, Political Economy, Development Economics, Economics of Science Fiction.

- Graduate:

Microeconomics, Game Theory, Experimental Economics, Bargaining and Conflict, Carbon Economics, Political Economy of Development.

Research grants awarded (as main researcher)

SPE Impact Fund, 2022 (£1,550).

King's College Worldwide Fund, 2018 (£2,500).

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€).

Service:

Editor of the economics blog Nada es Gratis, 2022-.

BSc Economics programme director, King's College London, 2020-.

Economics at King's seminar co-organiser, 2019-21.

External Examiner for the School of Economics, University of St Andrews, 2017-21.

Study abroad coordinator, King's College London, 2017-20.

Penholder for the TEF Economics submission, King's College London, 2018-19.

Director of the Barcelona Economic Analysis Team (BEAT) research institute, 2016-18.

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.

PhD supervision and committees

Marco Faravelli (currently at U of Queensland), Loukas Balafoutas (U of Innsbruck), Vasileios Vlaseros (Piraeus Bank), Nancy Arnokourou (U of Edinburgh), Rebecca Piggott (Bank of England) and Thomas Flochel (World Bank).

Member of the recent thesis committees: Giulio Iacobelli (Paris School of Economics), Georgios Papadomichelakis (U of Barcelona), Anne-Marie Go (Bath), Antoni-Italo de Moragas (EUI Florence), Marco Serena (U Carlos III), Alex Vázquez-Sedano (Autonoma de Barcelona), Achim Ahrens (Heriot-Watt), Kimon Doulis (U of Edinburgh), Elena Costas-Perez (U of Barcelona), Xuezheng Chen (U of Warwick).

Recent refereeing activities

American Economic Journal: Micro, American Economic Review, American Journal of Political Science, American Political Science Review, Economic Journal, European Economic Review, Games and Economic Behavior, International Economic Review, Journal of Development Economics, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Public Economics, Journal of the European Economic Association, Management Science, PLOS ONE, Review of Economic Studies, and Review of Economics and Statistics.

Organisation of events

Member of the organizing committee of the Petralia Applied Economics Workshop, 2022-.

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

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

Research visits

University of Queensland, July 2012; University of New South Wales, August 2013; University of Pittsburgh, February-June 2015; Max Planck Institute- Munich, April 2016; University of Technology Sydney, April 2019.