

GEORGE GEORGIADIS

Northwestern University, Kellogg School of Management
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Employment

- 2015- NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL OF MANAGEMENT
Associate Professor of Strategy with tenure (9/23 -)
Associate Professor of Strategy without tenure (9/18 - 8/23)
Assistant Professor of Strategy (7/15 - 8/18)
- 2014-15 BOSTON UNIVERSITY (DEPARTMENT OF ECONOMICS)
Assistant Professor of Economics
- 2013-14 CALIFORNIA INSTITUTE OF TECHNOLOGY (HUMANITIES AND SOCIAL SCIENCES)
Linde Institute Postdoctoral Instructor in Business, Economics, and Management

Education

- 2013 Ph.D in Management (UCLA, ANDERSON SCHOOL OF MANAGEMENT)
- 2011 C.Phil in Management (UCLA, ANDERSON SCHOOL OF MANAGEMENT)
- 2010 M.A in Economics (UCLA)
- 2010 M.S in Electrical Engineering (UCLA)
- 2007 B.S in Electrical and Computer Engineering (ARISTOTLE UNIVERSITY OF THESSALONIKI, GREECE)

Research Interests

Microeconomic Theory, Organization Economics, Personnel Economics, Artificial Intelligence.

Publications

1. "Feedback Design in Dynamic Moral Hazard", (with Jeffrey Ely and Luis Rayo), 2025, *Econometrica*, 93 (2), 597-621 [EC'24 Extended Abstract]
2. "Robust Contracts: A Revealed Preference Approach", (with Nemanja Antic), Forthcoming, *Review of Economics and Statistics* [EC'23 Extended Abstract]
3. "Flexible Moral Hazard", (with Doron Ravid and Balazs Szentes), 2024, *Econometrica*, 92 (2), 387-409.
4. "Optimal Feedback in Contests", (with Jeffrey Ely, Sina Khorasani, and Luis Rayo), 2023, *Review of Economic Studies*, 90 (5), 2370-2394 [EC'21 Extended Abstract]
5. "Optimal Technology Design", (with Daniel Garrett, Alex Smolin, and Balazs Szentes), 2023, *Journal of Economic Theory*, 209, 105621.
6. "A/B Contracts", (with Michael Powell), 2022, *American Economic Review*, 112 (1), 267-303.
7. "The Absence of Attrition in the War of Attrition under Complete Information", (with Youngsoo Kim and Dharma Kwon), 2022, *Games & Economic Behavior*, 131, 171-185.
8. "Working to Learn", (with Drew Fudenberg and Luis Rayo), 2021, *Journal of Economic Theory*, 197, 105347.
9. "Optimal Monitoring Design", (with Balazs Szentes), 2020, *Econometrica*, 88 (5), 2075-2107.

10. "Optimal Contracts with a Risk-Taking Agent", (with Daniel Barron and Jeroen Swinkels), 2020, *Theoretical Economics*, 15 (2), 715-761.
11. "Collective Choice in Dynamic Public Good Provision", (with Renee Bowen and Nicolas Lambert), 2019, *American Economic Journal: Microeconomics*, 11 (1), 243-298.
12. "Deadlines and Infrequent Monitoring in the Dynamic Provision of Public Goods", 2017, *Journal of Public Economics*, 152, 1-12.
13. "Achieving Efficiency in Dynamic Contribution Games", (with Jaksa Cvitanic), 2016, *American Economic Journal: Microeconomics*, 8 (4), 309-342.
14. "Projects and Team Dynamics", 2015, *Review of Economic Studies*, 82 (1), 187-218.
15. "Project Design with Limited Commitment and Teams", 2014, (with Steven Lippman and Christopher Tang), *RAND Journal of Economics*, 45 (3), 598-623.
16. "Optimal Reservation Policies and Market Segmentation", 2014, (with Christopher Tang), *International Journal of Production Economics*, 154, 81-99.
17. "The Retail Planning Problem Under Demand Uncertainty", 2013, (with Kumar Rajaram), *Production and Operations Management*, 22 (5), 1200-1213.

Non-refereed Publications

18. "Contracting with Moral Hazard: A Review of Theory & Empirics", 2024, in *Elgar Encyclopedia on the Economics of Competition and Regulation* (ed. Michael Noel)
19. "Project Contracting Strategies for Managing Team Dynamics", 2016, (with Christopher Tang), in *Information Exchange in Supply Chain Management* (eds. Albert Ha and Christopher Tang), Springer

Working Papers

20. "Incentives and Selection", (with Henrique Castro-Pires)
21. "Prizes and Feedback in Dynamic Contests", (with Jeffrey Ely and Luis Rayo)

Teaching

Northwestern University, Kellogg School of Management

- 2025- AI Foundations for Managers-Strategy
2015-2025 Strategy & Organizations (Part-Time & Full-Time MBA)
2024-present Data-Driven Theory (Ph.D)

Boston University

- 2014-15 Information Economics (Masters)
2014-15 Market Organization and Public Policy (Ph.D)

California Institute of Technology

- 2013-14 Business and Public Policy (Undergraduate and Ph.D)
2013-14 Organization Design (Undergraduate and Ph.D)

Seminars & Conferences (including scheduled)

- 2025-26 University of Iowa, University of Wisconsin-Madison; AMEF Annual Conference, SAET Annual Conference, Transatlantic Theory Workshop
- 2024-25 University of Chicago (Booth); EC'24, Annual CSIO-IDEI Conference (*Discussant*), NBER Organizational Economics, NBER Organizational Economics (*Discussant*), St. Gallen Workshop on Dynamic Contracts and Learning
- 2023-24 Harvard / MIT, Banff Workshop on Applications of Stochastic Control, NBER Organizational Economics (*Discussant*)
- 2022-23 Yale University, University of New South Wales, Asia Pacific Industrial Organization Conference (invited), Australia Organization Economics Workshop (invited), ASSA Annual Meeting (*Discussant*), CRETE, NBER Organizational Economics, NSF/CEME Decentralization Conference, SEA Annual Conference, Stony Brook International Conference on Game Theory (plenary)*, Transatlantic Theory Workshop
- 2021-22 Cornell University, Emory University, University of Texas at Austin, University of Toronto (Rotman); Annual Conference on Contests: Theory and Evidence, Annual CSIO-IDEI Conference (*Discussant*), ASSA Annual Meeting (*Discussant*), Australasia Meeting of the Econometric Society, EC'21, European Meeting of the Econometric Society, North American Summer Meeting of the Econometric Society, Quantitative Marketing and Economics Conference, RCEA Conference, Transatlantic Theory Workshop, SIOE Annual Conference, SITE Summer Workshop (Dynamic Games, Contracts, and Markets)
- 2020-21 Canadian Economic Theory Seminar, Duke University / UNC at Chapel Hill, Hong Kong Baptist University / National Taiwan University / Osaka University, Universidad Carlos III de Madrid / CEMFI, University of Essex; World Congress of Econometric Society, Winter Meetings of the Econometric Society, ASSA Annual Meeting, Annual CSIO-IDEI Conference, North American Summer Meeting of the Econometric Society, SIOE Annual Conference
- 2019-20 CEPR International Organizational Economics Seminar, Cornell University*, Norwegian School of Management, Princeton University; CRETE, Labor & Finance Conference, SEA Annual Conference, ASSA Annual Meeting, NBER Organizational Economics, Canadian Economic Theory Conference, Conference on Mechanism & Institution Design
- 2018-19 Bielefeld University, California Institute of Technology, Queen's University, University of Bonn, UC Los Angeles, University of Notre Dame, University of Wisconsin-Madison; SITE Summer Workshop (Dynamic Games, Contracts, and Markets), Columbia Economic Theory Conference (invited), Western Economic Association Conference, SIOE Annual Conference, SAET Annual Conference
- 2017-18 Indiana University (Kelley), University of Michigan, University of Utah (Eccles); CRETE, Annual Workshop on Relational Contracts (*Discussant*), NBER Organizational Economics, Canadian Economic Theory Conference, Annual CSIO-IDEI Conference, Queen's Organizational Economics Conference (invited), SIOE Annual Conference
- 2016-17 Cambridge University, University College London, University of Miami (School of Business), University of Exeter, University of Rochester, University of Warwick; SED Meeting, CRETE, GAMES, Transatlantic Theory Workshop, ASU Theory Conference (invited), INNECO, SAET Annual Conference
- 2015-16 California Institute of Technology, Michigan State University, New York University, UC Los Angeles (Anderson), University of Illinois at Urbana Champaign (College of Business), University of Southern California; CRETE, INFORMS Annual Conference, Midwest Economic Theory Conference, Columbia / Duke / MIT / Northwestern IO Theory Conference, NBER Organizational Economics (*Discussant*), INFORMS International Conference

2014-15 Boston University, Northwestern University (Kellogg—Strategy), University of Pennsylvania; CRETE, Canadian Economic Theory Conference

2013-14 Aristotle University of Thessaloniki, Boston University, California Institute of Technology, Cambridge University (Judge), London Business School, Northwestern University (Kellogg—Strategy), Stanford University (GSB & Economics), UNC at Chapel Hill / Duke University; CRETE, Canadian Economic Theory Conference; Columbia / Duke / MIT / Northwestern IO Theory Conference, SoCal NEGT Symposium, INFORMS Annual Conference

2012-13 Bocconi University, Boston University, California Institute of Technology, Case Western Reserve University (Weatherhead), École Polytechnique Fédérale de Lausanne (CDM), Georgia Institute of Technology (Scheller), National University of Singapore, New York University (Stern), Northwestern University (Kellogg - MEDS), Toulouse School of Economics, UC Los Angeles (Anderson & Economics), UC San Diego (Rady & Economics), University of Chicago, University of Michigan (Ross), University of Southern California (Marshall), UT Austin (McCombs), UT Dallas (Naveen Jindal), Washington University in St. Louis (Olin); SITE Summer Workshop (Dynamic Games, Contracts, and Markets), North American Summer Meeting of the Econometric Society, POMS Conference, INFORMS Annual Conference

2011-12 GAMES 2012, North American Summer Meeting of the Econometric Society, Manufacturing & Service Operations Management Conference, POMS Conference, Southwest Economic Theory Conference

[* postponed / canceled due to COVID-19]

Professional Activity

Editorial Board *American Economic Journal: Microeconomics, Economic Theory*

Refereeing *American Economic Review, American Economic Review: Insights, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, American Economic Journal: Microeconomics, Economic Letters, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, International Game Theory Review, Journal of Accounting Research, Journal of Economics, Journal of Economic Dynamics & Control, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Law, Economics and Organization, Journal of Mathematical Economics, Journal of Public Economics, Management Science, RAND Journal of Economics, Review of Economic Design, Review of Economic Dynamics, Theoretical Economics, MIT Sloan Management Review, National Science Foundation, Social Sciences and Humanities Research Council of Canada, Decision Analysis, European Journal of Operational Research, Operations Research, Production and Operations Management.*

Other 2023 IO Theory Conference (program committee), 2023 Banff Workshop on Applications of Stochastic Control co-organizer, 2021 SITE Summer Workshop co-organizer (Dynamic Games, Contracts, and Markets), Strategy Department Seminar series co-organizer (Spring 2016, AY 2016-17, 2017-18, 2019-20, 2022-23), MECS Brown Bag Seminar series co-organizer (2015-16, 2020-21, 2021-22, 2023-24), Junior Faculty Recruiting Committee (2015-16, 2020-21, 2021-22), Doctoral Student Admissions Committee (2016-18, 2021-22, 2024-25), Microeconomics Seminar series co-organizer (BU, Spring 2015), Undergraduate Instruction Committee (BU, 2014-15).