

GEORGE GEORGIADIS
Northwestern University
Kellogg School of Management
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Employment

- 2015- NORTHWESTERN UNIVERSITY (KELLOGG SCHOOL OF MANAGEMENT)
 Strategy Department
 Associate Professor of Strategy [without tenure] (9/18 -)
 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
 Division of the Humanities and Social Sciences
 Linde Institute Postdoctoral Instructor in Business, Economics, and Management

Education

- 2013 UNIVERSITY OF CALIFORNIA, LOS ANGELES (ANDERSON SCHOOL OF MANAGEMENT)
 Ph.D in Management
 Dissertation: "Interdisciplinary Essays in Economics and Operations Management."
 Committee: Christopher Tang, Simon Board, Steven Lippman, Kumar Rajaram.
- 2011 UNIVERSITY OF CALIFORNIA, LOS ANGELES (ANDERSON SCHOOL OF MANAGEMENT)
 C.Phil (M.S equivalent) in Management
- 2010 UNIVERSITY OF CALIFORNIA, LOS ANGELES
 M.A in Economics
- 2010 UNIVERSITY OF CALIFORNIA, LOS ANGELES
 M.S in Electrical Engineering
- 2007 ARISTOTLE UNIVERSITY OF THESSALONIKI
 B.S in Electrical and Computer Engineering

Research Interests

Microeconomic Theory, Organization Economics, Personell Economics, Industrial Organization.

Publications

1. "Optimal Monitoring Design", (with Balazs Szentes), 2020, *Econometrica*, 88 (5), 2075–2107.

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

Book Chapters

10. "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

11. "Working to Learn", (with Drew Fudenberg and Luis Rayo)
12. "Optimal Technology Design", (with Daniel Garrett, Alex Smolin, and Balazs Szentes)
13. "Optimal Feedback in Contests", (with Jeff Ely, Sina Khorasani, and Luis Rayo)
14. "A/B Contracts", (with Michael Powell), *American Economic Review*, *Revise & Resubmit*.
15. "The Absence of Attrition in the War of Attrition under Complete Information", (with Youngsoo Kim and Dharma Kwon)

Seminars (including scheduled)

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| 2020-21 | Duke University / UNC at Chapel Hill, Hong Kong Baptist University / National Taiwan University / Osaka University, Northwestern University (Kellogg - Strategy), Northwestern University, Universidad Carlos III de Madrid / CEMFI |
| 2019-20 | CEPR International Organizational Economics Seminar, Cornell University*, Northwestern University, Northwestern University (Kellogg - Strategy), Norwegian School of Management, Princeton University |
| 2018-19 | Bielefeld University, California Institute of Technology, Northwestern University (Kellogg - Strategy), Queen's University, University of Bonn, UC Los Angeles, University of Notre Dame, University of Wisconsin-Madison |
| 2017-18 | Indiana University (Kelley), Northwestern University (Kellogg - Strategy), Northwestern University, University of Michigan, University of Utah (Eccles) |

- 2016-17 Cambridge University, Northwestern University (Kellogg - Finance), Northwestern University (Kellogg - Strategy), University College London, University of Miami (School of Business), University of Exeter, University of Rochester, University of Warwick
- 2015-16 California Institute of Technology, Michigan State University, New York University, Northwestern University, UC Los Angeles (Anderson), University of Illinois at Urbana Champaign (College of Business), University of Southern California
- 2014-15 Boston University, Northwestern University (Kellogg - Strategy), University of Pennsylvania
- 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
- 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)

[* postponed / canceled due to COVID-19]

Conference Presentations (including scheduled)

- 2020-21 World Congress of Econometric Society 2020 (Virtual)
2020 Winter Meetings of the Econometric Society (Virtual)
ASSA Annual Meeting, Chicago, IL (Virtual)
- 2019-20 CRETE 2019, Tinos, Greece
Labor & Finance Conference, Chicago, IL
SEA Annual Conference 2019, Ft. Lauderdale, FL
ASSA Annual Meeting, San Diego, CA
NBER Organizational Economics Spring Meeting, Cambridge, MA*
Canadian Economic Theory Conference (Virtual)
2020 Conference on Mechanism & Institution Design (Virtual)
- 2018-19 SITE Summer Workshop on Dynamic Games, Contracts, and Markets, Palo Alto, CA
Columbia Economic Theory Conference, New York City, NY
Western Economic Association Conference, Tokyo, Japan
SIOE Annual Conference 2019, Stockholm, Sweden
SAET Annual Conference 2019, Ischia, Italy
- 2017-18 CRETE 2017, Milos, Greece
Annual Workshop on Relational Contracts, Evanston, IL (*Discussant*)
NBER Organizational Economics Spring Meeting, Cambridge, MA
Canadian Economic Theory Conference, Toronto, Ontario
Annual CSIO-IDEI Conference, Toulouse, France
2018 Queen's Organizational Economics Conference, Kingston, Ontario
SIOE Annual Conference, Montreal, Québec

- 2016-17 SED Meeting, Toulouse, France
CRETE 2016, Tinos, Greece
GAMES 2016, Maastricht, The Netherlands
Transatlantic Theory Workshop, Oxford, UK
ASU Theory Conference, Tempe, AZ
INNECO 2016, Thessaloniki, Greece
SAET Annual Conference, Faro, Portugal
- 2015-16 CRETE 2015, Crete, Greece
INFORMS Annual Conference, Philadelphia, PA
Midwest Economic Theory Conference, State College, PA
Columbia / Duke / MIT / Northwestern IO Theory Conference, New York City, NY
NBER Organizational Economics Spring Meeting, Cambridge, MA (*Discussant*)
INFORMS International Conference, Waikoloa, HI
- 2014-15 CRETE 2014, Milos, Greece
Canadian Economic Theory Conference, London, ON
- 2013-14 Columbia / Duke / MIT / Northwestern IO Theory Conference, Durham, NC
SoCal NEGT Symposium 2013, Los Angeles, CA
INFORMS Annual Conference, Minneapolis, MN
- 2012-13 SITE Summer Workshop on Dynamic Games, Contracts, and Markets, Palo Alto, CA
North American Summer Meeting of the Econometric Society, Los Angeles, CA
Production and Operations Management Conference, Denver, CO
INFORMS Annual Conference, Phoenix, AZ
- 2011-12 GAMES 2012, Istanbul, Turkey
North American Summer Meeting of the Econometric Society, Evanston, IL
Manufacturing & Service Operations Management Conference, New York, NY
Production and Operations Management Conference, Chicago, IL
Southwest Economic Theory Conference, San Diego, CA
- 2009-10 Production and Operations Management Conference, Vancouver, BC.

Professional Activity

Refereeing *American Economic Review, American Economic Review: Insights, Econometrica, Journal of Political Economy, 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 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, Decision Analysis, European Journal of Operational Research, Operations Research, Production and Operations Management.*

Other Strategy Department Seminar series co-organizer (Spring 2016, AY 2016-17, AY 2017-18, AY 2019-2020), MECS Brown Bag Seminar series co-organizer (Fall 2015, Spring 2016), Junior Faculty Recruiting Committee (2015-16), Doctoral Student Admissions Committee (2016-2018), Microeconomics Seminar series co-organizer (BU, Spring 2015), Undergraduate Instruction Committee (BU, 2014-15).

Teaching

Northwestern University, Kellogg School of Management

2015-current Strategy & Organizations (Part-Time & Full-Time MBA, 3 Sections annually)

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)

UCLA Anderson School of Management (Teaching Assistant)

2010-13 Supply Chain Management (Full-Time and Fully Employed MBA).

2010-12 Operations and Technology Management (UCLA-NUS Executive MBA in Shanghai, China).

2009-12 Management of Technology and Innovation (UCLA-NUS Executive MBA in Los Angeles, CA).

2009 Operations and Technology Management (Fully Employed MBA).

2009 Data and Decisions (Full-Time MBA).

Languages

English, Greek (native), German (fluent).

Extracurricular Activities

Tennis, alpine skiing, waterskiing, sailing, windsurfing, horseback riding, table tennis, chess.