

Sandro Shelegia

Address: Office 20.2E28,
Universitat Pompeu Fabra,
Department of Economics and Business,
Ramon Trias Fargas 25-27,
08005 Barcelona, Spain

Phone: +34 935 422 771

E-mail: sandro.shelegia@upf.edu

Web: <https://sites.google.com/site/sandroshelegia>

Academic Appointments

Associate Professor (untenured), Department of Economics and Business, Universitat Pompeu Fabra, 2015 -
Affiliated Professor, Barcelona Graduate School of Economics, 2015 -
Assistant Professor, Department of Economics, University of Vienna, 2009 - 2015

Education

PhD in Economics. Universitat Pompeu Fabra, summa cum laude (advisors: Antonio Cabrales and Andreu Mas-Colell), 2009
MSc in Economics. Universitat Pompeu Fabra, with honors, 2004
MA in Economics. Central European University, with honors, 2003
BBA. European School of Management - Tbilisi, with honors, 2001
Bachelor in Applied Mathematics, Tbilisi State University, 2001

Other Professional and Teaching Experience

Microeconomics seminar co-organizer, 2016-2018
Visiting Professor at International School of Economics at Tbilisi State University, 2007 - 2009
Visiting Professor at Caucasus School of Business, 2007
Visiting Professor at European School of Management - Tbilisi, 2007-2008

Published and Forthcoming Papers

“Collective Commitment” (with Christian Roessler and Bruno Strulovici), *Journal of Political Economy*, forthcoming.
“Consumer Search and Double Marginalization” (with Maarten Janssen), *American Economic Review*, 105 (6), 2015, 1683-1710
“Is the Competitor of My Competitor also My Competitor?”, *Journal of Economics & Management Strategy*, 21 (4), 2012, 927-963
“Asymmetric Marginal Costs in Search Models”, *Economics Letters*, 116 (3), 2012, 551-553
“Multiproduct Pricing in Oligopoly”, *International Journal of Industrial Organization*, 30 (2), 2012, 231-242
“Bertrand Competition When Firms Hold Passive Ownership Stakes in One Another” (with Yossi Spiegel), *Economics Letters*, 114 (1), 2012, 136-138

Working Papers

- “When the Price You See Is Not the Price You Get: A Field Study ” (with Joshua Sherman), 2015
- “Beliefs, Market Size and Consumer Search” (with Maarten Janssen), 2014
- “A Utility-Based Model of Sales with Informative Advertising” (with Chris Wilson), 2014. Submitted
- “Consumer Search with Observational Learning” (with Daniel Garcia), 2014. Revision requested by *Rand Journal of Economics*.
- “Signaling Quality with New Products”, 2012
- “Imperfect information in a quality-competitive hospital market. A comment on Gravelle and Sivey”, 2012
- “Quality Choice of Experience Goods”, 2011

Work in Progress

- “Cost Reducing Investments When Firms Hold Passive Ownership Stakes in One Another” (with Yossi Spiegel)

Grants, Fellowships and Awards

- Research Grant, Spanish Ministry of Science and Innovation, MINECO (ECO2014-59225-P),. “Strategic Behavior and Social Welfare: Theory and Applications,” 2015 - 2017
- Graf Hardegg Grant, 2010, 2015
- Pre-Doctoral Scholarship from the Government of Catalonia (AGAUR FI), 2005 - 2009
- Student Fellowship from the Central European University, 2001 - 2003

Presentations in Conferences and Workshops

- Workshop on Search and Switching Costs, Hangzhou (May 2016). EARIE, Munich (Aug. 2015). MaCCI Workshop on Consumer Search, Bad Homburg (Nov. 2014). JEI, Barcelona (Sept. 2014). Industrial Organization: Theory, Empirics and Experiments, Alberobello (June 2014). Workshop on Search and Switching Costs, Bloomington (June 2014). EARIE, Evora (Sept. 2013). Workshop on Search and Switching Costs, Moscow (May 2013). EARIE, Rome (Sept. 2012). EEA-ESEM, Malaga (Aug. 2012). Workshop on Search and Switching Costs, Moscow (June 2012), EARIE, Stockholm (Sept. 2011). Industrial Organization: Theory, Empirics and Experiments, Otranto (June 2011). SAET, Faro (June 2011). Workshop on Search and Switching Costs, Groningen (May 2011). SAE, Madrid (Dec. 2010). EARIE, Istanbul (Sept. 2010). JEI, Madrid (Sept. 2010). EARIE, Ljubljana (Sept. 2009). Industrial Organization: Theory, Empirics and Experiments, Lecce (June 2009). SAE, Zaragoza (Dec. 2008). European Winter Meeting of the Econometric Society, Cambridge (Oct. 2008).

Invited Seminars

- Universitat de les Illes Balears (Oct. 2015), Collegio Carlo Alberto (June 2015), University of Bologna (Jan. 2015), University of Innsbruck (Dec. 2014), Universitat Pompeu Fabra (Sept. 2014), Universitat Autònoma de Barcelona (Sept. 2014), IESE Business School (Sept. 2014), Paris School of Economics (Jan. 2014), University of Mannheim (Nov. 2013), Università Cattolica del Sacro Cuore Milano (Oct. 2013), Universitat Autònoma de Barcelona and IAE/SCIC (Oct. 2013), Kelley School of Business: Indiana University Bloomington (Sep. 2013), UCLA Anderson School of Management (Apr. 2013), University of Edinburgh (May 2012), IHS Vienna (Oct. 2009), University of

Toronto (Feb. 2009), Norwegian School of Economics and Business (Feb. 2009), Maastricht University (Jan. 2009), University of Vienna (Jan. 2009), DIW Berlin (Jan. 2009).

Refereeing

Review of Economic Studies, RAND Journal of Economics, Journal of Economic Theory, AEJ: Microeconomics, Journal of Industrial Economics, International Journal of Industrial Organization, Journal of Economics & Management Strategy, International Game Theory Review, Oxford Economic Papers, International Journal of Game Theory, Southern Economic Journal, Economic Inquiry, B.E. Journal of Theoretical Economics, B.E. Journal of Economic Analysis & Policy.

Languages

Georgian (native), English (fluent), Russian (fluent), Spanish (intermediate)