

January 2014

## **Arieh Gavious**

### CURRICULUM VITAE AND LIST OF PUBLICATIONS

#### **• Education**

- 1996                      Ph.D. Faculty of Management, Tel Aviv University.  
Dissertation Title: “The Transfer Pricing Problem in Decentralized Organizations.”  
Ph.D. Supervisors: Yair Tauman and Boaz Ronen
- 1990                      M.Sc. Applied Mathematics. Technion – Israel.  
Thesis Title: “The Stochastic Knapsack Problem in B-ISDN”  
Thesis Advisor: Zvi Rosberg
- 1987                      B.Sc. cum laude Applied Mathematics. Technion – Israel

#### **• Employment History**

- 2011 - Present            Associate Professor  
Ono Academic College
- 2009 - Present            Associate Professor  
Department of Industrial Engineering and Management  
Ben-Gurion University
- 2003-2009                Senior Lecturer  
Department of Industrial Engineering and Management  
Ben-Gurion University
- 2003-2004                Visiting Associate Professor  
Rotman School of Management  
University of Toronto, Canada
- 1996-2002                Lecturer  
Department of Industrial Engineering and Management  
Ben-Gurion University

- 1996-2003      Visiting Professor  
Toulouse Business School (Group ESC Toulouse), teaching a one-week MBA course every year.
- 1993-1996      Adjunct Lecturer  
Tel Aviv University

• **Professional Activities**

(a) Professional academic functions

- 2011 - Present      Chair of the MBA program  
Ono Academic College
- 2001 - Present      Head, M.Sc. program in Industrial Management  
Ben-Gurion University  
Responsible for designing the program, in charge of personal coordination of studies of approximately 200 M.Sc. students a year  
Journal Referee  
*Management Science*  
*Operations Research*  
*Annals of Operation Research*  
*Journal of Economic Theory*  
*American Economic Review*  
*Econometrica*  
*Rand Journal of Economics*  
*Journal of Business Venturing*  
*Journal of Economics and Business*  
*Economics Bulletin*  
*Games and Economics Behavior*  
*International Journal of Production Economics*  
*Economic Theory*  
*Review of Economics Studies*  
*Journal of Economic Dynamics and Control*  
*International Journal of Game Theory*

*Journal of Public Economic Theory*  
*European Economic Association Journal*  
*European Journal of Operational Research*  
*Mathematics of Operations Research*  
*Optimization Letters*  
*Mathematical Methods of Operations Research.*  
*BE Journal of Theoretical Economics*  
 Research Proposal Referee  
*Research Grants Council of Hong Kong*  
*Israel Science Foundation*  
*Bi-National Science Foundation*

(b) Professional functions outside universities/institutions

1994-1997	Thinkware Involved in many projects for the Ministry of Health, leak detection for Petroleum and Energy Infrastructure Ltd. and the Israel natural gas project.
1995-1996	Thinkware for Petroleum and Energy Infrastructure Ltd Developed simulation software for the Israeli petroleum infrastructure.

(c) Significant professional consulting

2010	Expert opinion on Communications Tariffs for the Ministry of Communications.
2008-2010	Consultant for Partner Communications Ltd.
1994-1997	Consultant for Petroleum and Energy Infrastructure Ltd.

(d) Membership in professional/scientific societies (past and present)

2012 - Present	Committee member of ORSIS–The Operations Research Society of Israel.
2012 - Present	Committee member of the ISF – Israel Science Foundation.
2008-2012	Secretary of ORSIS –The Operations Research Society of Israel.

Chairman of the 2008 Operations Research Society of Israel Annual Conference, May 18-19, 2008.

The conference was attended by 140 researchers and included 85 presentations.

Member of the Game Theory Society.

• **Educational Activities**

(a) Courses taught

Graduate Courses

Game Theory (Ben Gurion University and Tel Aviv University)

Advanced Game Theory for Ph.D. Students (University of Toronto)

Statistics for MBA Students (University of Toronto)

Information Problems in Decentralized Organizations (Ben Gurion University)

Introductory Statistics (Ben Gurion University)

Introduction to Probability Theory (Ben Gurion University)

Strategic Thinking for MBA Students (Ben Gurion University)

Operations Management (Ben Gurion University)

Problems in Decentralized Organizations (Ben Gurion University)

Optimal Control for Economics Models (Ben Gurion University)

Calculus (Ben Gurion University)

Industrial Organizations (Ben Gurion University)

Strategic Thinking and Game Theory (Toulouse Business School)

Courses in Probability, Statistics and Mathematics for MBA Students  
(Tel Aviv University)

Undergraduate Courses

Statistics (College of Management, Tel Aviv)

Courses in Probability, Statistics for Social Science and the Sciences  
(The Open University)

Problem solving for various mathematics courses including Complex Variables,  
Calculus and Probability (Technion, Haifa)

(b) Research studentsPost doctoral students

2011- Present Gabi Pinto, Dept. of Industrial Engineering & Management, Ben Gurion University.

Ph.D. students

2013 - Present Asaf Tuval, Dept. of Industrial Engineering & Management, Ben Gurion University.

April 2013 Yizhaq Minchuk, Dept. of Industrial Engineering & Management, Ben Gurion University. Dissertation: "Asymmetric auctions".

March 2013 Dan Yamin, Dept. of Industrial Engineering & Management, Ben Gurion University. Dissertaton” "Optimizing influenza vaccination policy" (with Pliskin, J.).

2011 - Present Doron Shavit, Dept. of Industrial Engineering & Management, Ben Gurion University (with Zivan, R.).

2011 - Present Sofia Amador, Dept. of Industrial Engineering & Management, Ben Gurion University (with Zivan, R.).

April 2011 Eitan Seri, Kreitman School of Advanced Graduate Studies, Ben Gurion University. Dissertation: "Improving the safety of the factory by creating safety atmosphere and safety culture: Building a safety model based on engineering protection equipment" (with Yuval, F. and Tiran, J.)

M.Sc. students

2013 - Present Amir Brudner, Dept. of Industrial Engineering & Management, Ben Gurion University, TBA.

2013 - Present Smadar Califa, Dept. of Industrial Engineering & Management, Ben Gurion University, TBA.

2012 - Present Mor Atlas, Dept. of Industrial Engineering & Management, Ben Gurion University, TBA.

2011 - Present Opher Morad, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Economics fighting against terror".

March 2013 Asaf Tuval, Dept. of Industrial Engineering & Management, Ben Gurion

- University. Thesis: "Games between national brand and private label".
- December 2012 Eyal Solnik, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Evaluating vaccination strategies with social network simulations". Honors program for M.Sc. with thesis.
- November 2011 Sofia Amador, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Lab experiments of bargaining procedures". (with Segev, E.). Honors program for M.Sc. with thesis.
- May 2010 Eyal Dayan, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Optimal pricing strategies under Bertrand competition in the presence of reference-price effects" (with Lowengart, O.). Honors program for M.Sc. with thesis.
- November 2009 Yizhaq Minchuk, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Asymmetric auctions".
- November 2009 Tatyana Andreeva, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Development of means for cost estimating of accidents in the construction industry" (with Shohet, I.).
- October 2009 Yael Shani - Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "A functional imaging study of decision making in games resulting in equilibrium" (with Aharon, I.). 1<sup>st</sup> ranked student of the 2004 graduates and winner of the Dept. of Industrial Engineering & Management's Rector's Award.
- October 2009 Dan Yamin, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Self interest versus group Interest in influenza virus vaccination policy". Honors program for M.Sc. with thesis.
- April 2009 Roey Steinhorn, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Warning design as a social dilemma" (with Meyer, J.). Honors program for M.Sc. with thesis.
- April 2009 Eran David - Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "A probabilistic model for maintenance of below grade culverts" (with Shohet, I.).
- October 2005 Dafna Chachek, Dept. of Industrial Engineering & Management, Ben Gurion University. Thesis: "Bug dynamics over networks in large-scale failure recovery systems" (with Braha, D.).

- October 2004 Ruby Shimyee, Ben Gurion School of Management. Thesis: "International reference-price" (with Lowengart, O.).
- March 2001 Arik Schreiber, Ben Gurion School of Management. Thesis: "Incentive policy for quality human resource creation in the education field" (with Mizrahi, S.).
- August 2000 Miri Siton - Ben Gurion School of Management. Thesis: "Venture capital syndication in the foundation of start-up" (with Menipaz, E.).

### • Awards, Citations, Honors, Fellowships

#### (a) Honors, Citation Awards

- 2013 Second prize in the William Pierskalla Competition from the Health Application Society of INFORMS.
- 2002 The Oded Levin Prize of the Operations Research Society of Israel (with Fibich, G.)
- 1991-1995 Faculty of Management graduate assistantships, Tel Aviv University
- 1988-1990 Graduate assistantships, Technion
- 1988-1990 Dean's Dissertation Fellowship, Technion

### • Publications

#### (a) Refereed articles and refereed letters in scientific journals

- Gavius, A, Greenberg, D., Hammerman, A. and Segev, E., (2013), Impact of a Financial Risk-Sharing Scheme on Budget-Impact Estimations: A Game-Theoretic Approach. Accepted by *The European Journal of Health Economics*.
- Gavius, A. and Minchuk, Y., (2013) Ranking Asymmetric Auctions, *International Journal of Game Theory*, forthcoming.
- Yamin, D. and Gavius, A. (2013), Optimal Influenza Vaccination Policy, forthcoming *Management Science*. Won Second Prize in the William Pierskalla Competition of the Health Application Society of INFORMS.

- Gavious, A. and Minchuk, Y. (2013), The Impact of Asymmetry on Revenue in Second-Price Auctions, *International Game Theory Review*, Vol. 14, No. 3, 1-9.
- Gavious, A. and Kedar-Levy, H. (2013), The Speed of Stock Price Discovery and its Dynamic Stability, *Journal of Financial Intermediation*, Vol. 22, pp. 245-258.
- Fibich, G., Gavious, A. and Solan, E. (2012), An Averaging Principle for Second-order approximation of heterogeneous models with homogeneous models, *Proceedings of the National Academy of Sciences of the USA*, 109 (48), 19545-19550. Ranked #3 after *Nature and Science* in Multidisciplinary Sciences.
- Berman, O., Gavious, A. and Menezes, M. (2012), Optimal Response Against Bio-terror Attacks on Airport Terminals, *European Journal of Operational Research*, Vol. 219, pp. 415-424.
- Gavious, A. and Lowengart, O. (2012), Price Quality Relationship in the Presence of Asymmetric Dynamic Reference Quality Effects, *Marketing Letters*, Vol. 23, pp. 137-161.
- Elitzur, R., Gavious, A. and Wensley, A.K.P. (2011), Information Systems Outsourcing Projects As a Double Moral Hazard Problem. *Omega*, Vol. 40, pp. 379-389.
- Elitzur, R. and Gavious, A. (2011), Selection of Entrepreneurs in the Venture Capital Industry: An Asymptotic Analysis. *European Journal of Operational Research*, Vol. 215, pp. 705-712.
- Berman, O., Gavious, A. and Huang, R. (2011), Location of Response Facilities: A Simultaneous Game between States and Terrorists. *International Journal of Operational Research*, Vol. 10, No. 1, pp. 102-120.
- Fibich, G., Gavious, A. (2010), Asymptotic Revenue Equivalence of Asymmetric Auctions with Interdependent Values. *European Journal of Operational Research*, Vol. 206, pp. 496-507.
- Fibich, G., Gavious, A. (2010), Large Auctions with Risk-Averse Bidders. *International Journal of Game Theory*, Vol. 39, pp. 359-390.
- Gavious, A. (2009), Separating Equilibria in Public Auctions. *BE Journal of Economic Analysis & Policy*, Vol. 9, No. 1, p. 37.



- Gavious, A., Mizrahi, S., Shani, Y. and Minchuk, Y. (2009). The Costs of Industrial Accidents for the Organization: Developing Methods and Tools for Evaluation and Cost-Benefit Analysis of Investment in Safety. *Journal of Loss Prevention in the Process Industries*, Vol. 22, pp. 434-438.
- Elitzur, R. and Gavious, A. (2009), Venture Capital Contracting with Renegotiation, *Economics Bulletin*, Vol. 29, No.1, pp. 67-78.
- Fibich, G., Gavious, A. and Lowengart, O. (2007), Optimal Price Promotion in the Presence of Asymmetric Reference-Price Effects. *Managerial and Decision Economics*, Vol. 28, pp. 1-9.
- Berman, O. and Gavious, A. (2007), Location of Response Facilities: A Game Between States and Terrorists. *European Journal of Operational Research*, Vol. 177, pp. 1113-1133.
- Fibich, G., Gavious, A. and Sela, A. (2006), All-Pay Auction with Risk-Averse Bidders. *International Journal of Game Theory*, Vol. 34, pp. 583-599.
- Gavious, A. (2006), Terror and Rationality. *Politica*, Vol. 15, Summer, pp. 123-138. (Hebrew)
- Fibich, G., Gavious, A. and Lowengart, O. (2005), The Dynamics of Price Elasticity of Demand in the Presence of Reference Price Effects. *Journal of the Academy of Marketing Science*, Vol. 33, No. 1, pp. 66-78.
- Fibich, G., Gavious, A. and Sela, A. (2004), Revenue Equivalence in Asymmetric Auctions. *Journal of Economic Theory*, Vol. 115, pp. 309-321.
- Fibich, G. and Gavious, A. (2003), Asymmetric First-Price Auctions - A Perturbation Approach. *Mathematics of Operations Research*, Vol. 28, No. 4, pp. 836-852.
- Gavious, A. and Rabinowitz, G. (2003), Optimal Knowledge Outsourcing Model. *Omega*, Vol. 31, pp. 451-457.
- Elitzur, R. and Gavious, A. (2003), Contracting, Signaling, and Moral Hazard: A Model of Entrepreneurs, 'Angels,' and Venture Capitalists. *Journal of Business Venturing*, Vol. 18, pp. 709-725.

- Fibich, G., Gavious, A. and Lowengart, O. (2003), Explicit Solutions of Optimization Models and Differential Games with Nonsmooth (Asymmetric) Reference-Price Effects. *Operations Research*, Vol. 51, No. 5, pp. 721-734. *Won the Oded Levin Bi-Annual Prize of the Operations Research Society - Israel (2002)*.
- Gavious, A., Moldovanu, B. and Sela, A. (2003), Bid Costs and Endogenous Bid Caps. *RAND Journal of Economics*, Vol. 33, No. 4, pp. 709-722.
- Gavious, A. and Mizrahi, S. (2003), A Signaling Model of Peaceful Political Change, *Social Choice and Welfare*, Vol. 20, No. 1, pp. 119-136.
- Elitzur, R. and Gavious, A. (2003), A Multi-Period Game Theoretic Model of Venture Capitalists and Entrepreneurs. *European Journal of Operational Research*, Vol. 144, pp. 440-453.
- Gavious, A. and Mizrahi, S. (2002), Maximizing Political Efficiency via Electoral Cycles: An Optimal Control Model, *European Journal of Operational Research*, Vol. 141, pp. 186-199.
- Fibich, G., Gavious, A. and Sela, A. (2002), Low and High Types in Asymmetric First-Price Auctions. *Economics Letters*, Vol. 75, No. 2, pp. 283-287.
- Gavious, A., Ronen, J. and Yaari, V. L. (2002), Valuation and Earnings Growth Rate Manipulation. *APJ of Accounting and Economics*, Vol. 9, No. 1, pp. 87-104.
- Gavious, A. and Mizrahi, S. (2001), A Continuous Time Model of the Bandwagon Effect in Collective Action. *Social Choice and Welfare*, Vol. 18, No. 1, pp.91-105.
- Gavious, A. and Mizrahi, S. (2000), Information and Common Knowledge in Collective Action, *Economics and Politics*, Vol. 12, No. 3, pp. 297-319.
- Gavious, A. and Mizrahi, S. (2000), Continuous Time Models of Collective Action and Political Change, *Constitutional Political Economy*, Vol. 11, No. 2, pp. 181-198.
- Gavious, A. and Mizrahi, S. (1999), Two-Level Collective Action and Group Identity, *Journal of Theoretical Politics*, Vol. 11, No. 4, pp. 497-517.
- Gavious, A. (1999), Transfer Pricing Under Capacity Constraints. *Journal of Accounting, Auditing and Finance*, Vol.14, No. 1, pp. 57-72.
- Gavious, A. (1994), The Transfer Pricing Paradox. *Roeh Haheshbon*, Vol. 43, No. 1, pp. 43-46. (Hebrew)

Gavius, A. and Rosberg, Z. (1994), A Restricted Complete Sharing Policy for a Stochastic Knapsack Problem in B-ISDN. *IEEE Transactions on Communications*, Vol. 42, No. 7, pp. 2375-2379.

(b) Published scientific reports and technical papers

Fibich, G., Gavius A. and Sela A. (2004), Asymptotic Analysis of Large Auctions. *BGU Monaster Center for Economic Research*, No. 04-02.

Fibich, G., Gavius A. and Sela A. (2002), All-Pay Auctions with Risk-Averse Buyers. *BGU Monaster Center for Economic Research*, No. 02-15.

Fibich, G., Gavius, A. and Sela, A. (2001), Revenue Equivalence in Asymmetric Auctions. *BGU Monaster Center for Economic Research*, No. 01-14.

Gavius, A. and Sela, A. (2001), Auctions with Reservation Prices. *BGU Monaster Center for Economic Research*, No. 01-3.

Gavius, A., B. Moldovanu and Sela, A. (2001), Bid Costs and Endogenous Bid Caps. *BGU Monaster Center for Economic Research*, No. 01-1.

Gavius, A. and Tauman, Y. (1997), The Transfer Pricing Problem: A Mixed Mechanism Approach. *Tel Aviv University, School of Management*, Working Paper 31/97.

Gavius, A. and Tauman, Y. (1995), Sequential Mechanism in the Transfer Pricing Problem. *Tel Aviv University, School of Management*, Working Paper 22/95.

• **Lectures and Presentations at Meetings and Invited Seminars**

(a) Presentation of papers at conferences/meetings (oral or poster)

Plenary and invited

2013 - Joint Second Workshop of the Turkish and Israeli Operations Research Societies - Incentives' Effect on Influenza Vaccination Policy, with Yamin, D. (Invited)

- INFORMS Annual Meeting in Minneapolis - Optimal Influenza Vaccination Policy, with Yamin, D. (by Yamin, D.) *Competition session*. Won second prize in the William Pierskalla Competition from the Health Application Society of INFORMS.
- 2012 - Society for Medical Decision Making, Phoenix, Arizona - An Influenza Vaccination Policy Based on A Previous Year's Illness, with Yamin, D., Pliskin, J., Solnik, E. and Davidovitch, D. (by Pliskin, J.) (Plenary, Top Rated Paper)
- 2012 - School of Medicine Epidemiology and Public Health, Yale University - Optimal Influenza Vaccination Policy, with Yamin, D. Pliskin, J., Solnik, E. and Davidovitch, D. (by Yamin, D.) (Invited)
- 2012 - ORSIS - The Averaging Principle, with Fibich, G. and Solan, E. (Invited session)
- 2011 - 4<sup>th</sup> Conference on Treatment Safety in the Healthcare System - Strategic Thinking and Game Theory – An Application for the Healthcare System. (Opening Talk)
- 2009 - ORSIS - Contests in the Venture Capital Industry, with Elitzur, R. (Invited session)
- 2008 - School of Management, University of Toronto - Large Auctions with Risk Averse Bidders, with Fibich, G. (Invited)
- 2006 - ORSIS - Asymptotic Analysis of Large Auctions, with Fibich, G. (Invited session)
- 2004 - 15<sup>th</sup> International Conference on Game Theory at Stony Brook - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A. (Plenary)
- 2004 - Department of Economics, Ohio State University - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A. (Invited)
- 2002 - ORSIS - Explicit Solutions for Optimal Strategies in Optimization Models and Differential Games With Nonsmooth Reference Effects, with Fibich, G. (presented by Fibich, G.) (Plenary)
- 2002 - School of Management, University of Toronto, - Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A. (Invited)

Presentations at conferences

- 2013 - UECE Lisbon Meetings: Game Theory and Applications - Revenue in Contests with Many Participants, with Minchuk, Y. (presented by Minchuk, Y.)
- 2013 - SING - The Averaging Principle in Games, with Fibich, G. and Solan, E.
- 2013 - Workshop of the Turkish and Israeli Operations Research Societies - Influenza Vaccination Policy, with Yamin, D.
- 2012 - SSCW - Optimal Influenza Vaccination Policy, with Yamin, D. (by Yamin, D.)
- 2012 - International Society for Pharmacoeconomics and Outcomes Research – Impact of A Financial Risk-Sharing Scheme on Budget-Impact Estimations: A Game Theoretic Approach, with Segev, E. and Greenberg, D. (presented by Greenberg, D.)
- An Influenza Vaccination Policy Based on A Previous Year's Illness, with Solnik, E., Davidovitch, N. Pliskin, J. and Yamin, D. (by Pliskin, J.)
- 2012 - Society for Medical Decision Making - Innovative Influenza Vaccination Policy Targeting Last Season's Patients, with Solnik, E., Davidovitch, N. Pliskin, J. and Yamin, D. (presented by Pliskin, J.)
- 2012 - SING - Price Discrimination Based on Buyers' Purchase History, with Segev, E.
- 2012 - ORSIS - Revenue in Contests with Many Participants, with Minchuk, Y. (presented by Minchuk, Y.)
- Analysis of Gender Differences in a Model of Multistage Bargaining, with Amador, S. and Segev, E. (presented by Amador, S.)
- Innovative Influenza Vaccination Policy Targeting Last Season's Patients, with Solnik, E., Davidovitch, N. Pliskin, J. and Yamin, D. (presented by Solnik, E.)
- 2011 - ORP3 - Ranking Asymmetric Auctions, with Minchuk, Y. (presented by Minchuk, Y.).
- 2011 - SING 7 - Ranking Asymmetric Auctions, with Minchuk, Y.
- 2011 - Milan - Workshop on Entrepreneurial Finance: The Real Impact, Selection of Entrepreneurs in the Venture Capital Industry: An Asymptotic Analysis (presented by Elitzur, R.)

- 2011 - ORSIS - Explicit Pricing Strategies in Competitive Market with Reference Effect, with Dayan, E. and Lowengart, O.
- 2010 - UECE Lisbon Meetings: Game Theory and Applications - Contests in the Venture Capital Industry, with Elitzur, R.
- 2010 - SING 6 - Optimal Influenza Vaccination Policy, with Yamin, D.
- 2010 - ORSIS
- Bargaining over Multiple Issues: To Commit or not to Commit? with Segev E.
- Asymmetric Auctions Reconsidered, with Minchuk, Y.  
(presented by Minchuk, Y.).
- Optimal Influenza Vaccination Policy, with Yamin, D.  
(presented by Yamin, D.).
- 2009 - Third International Conference on Game Theory and Management, St. Petersburg - Contests in the Venture Capital Industry, with Elitzur, R.
- 2008 - The Third Israeli Game Theory Conference - Asymptotic Analysis of Large Auctions with Risk-Averse Bidders (presented by Fibich, G.).
- 2008 - GAMES, Northwestern University, USA - Revenue Management in the VC Industry, with Elitzur, R.
- 2007 - ORSIS - The Paradox of Warning System Litigation, with Steinhorn, R., Mayer, J. and Poter, J. (presented by Steinhorn, R.).
- 2007 - ORSIS - Separating Equilibria in Public Auctions.
- 2005 – ORSIS - Location of Response Facilities: A Game Between States and Terrorists, with Berman, O.
- 2004 – GAMES, Marseilles, France - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2004 - Canadian Economic Theory Conference - Asymptotic Analysis of Large Auctions, with Fibich G. and Sela, A.
- 2003 - ORSIS - Auctions with Weakly Asymmetric Interdependence, with Fibich, G. and Sela, A.
- 2002 - A Workshop on Globalization, High Tech Development and R&D Policy, Hebrew University - Contracting, Signaling and Moral Hazard: A Model of Entrepreneurs, Angels and Venture Capitalists, with Elitzur, R.

- 2002 - First Brazilian Workshop of the Game Theory Society, Sao Paulo -  
Revenue Equivalence Under Asymmetric Auctions, with Fibich, G. and  
Sela, A.
- 2002 - Fifth Spanish Meeting on Game Theory and Applications, Seville -  
Revenue Equivalence Under Asymmetric Auctions, with Fibich, G. and  
Sela, A.
- 2001 - IMGTA, Italy - Auctions with Reservation Prices, with Sela, A.
- 2001 - Twelfth International Conference on Game Theory, Stony Brook -  
Auctions with Reservation Prices, with Sela, A.
- 2001 - EARIE, Ireland - Auctions with Bounds, with Moldovanu, B. and Sela,  
A. (presented by Sela, A.)
- 2000 - Fifth International Meeting of the Society for Social Choice and Welfare  
- Policy and Political Change following Social Demands: Separation and  
Pooling in a Signaling Game between Social Activists and Politicians,  
with Mizrahi, S. (presented by Mizrahi, S.).
- 2000 - Workshop in Political Theory and Policy Analysis, Indiana University,  
with Mizrahi, S. (presented by Mizrahi, S.).
- 2000 - INFORMS, UCLA - Asymmetry of Reference-Price Effect and the  
Profitability of Price Promotions, with Fibich, G. and Lowengart, O.  
(presented by Lowengart, O.).
- 2000 - GAMES, Bilbao, Spain - Auctions with Bounds, with Moldovanu, B. and  
Sela, A.
- 2000 - ORSIS - Auctions with Bounds, with Moldovanu, B. and Sela, A.
- 2000 - Fourth Spanish Meeting on Game Theory and Applications, Valencia -  
Auctions with Bounds.
- 2000 - Political Science Association Conference - Continuous Time Models of  
Collective Action and Political Change, with Mizrahi, S. (presented by  
Mizrahi, S.).
- 2000 - Political Science Association, Executive Committee Meeting, Beer-  
Sheva - Collective Action and Political Change: the Case of Poland, with  
Mizrahi, S. (presented by Mizrahi, S.).
- 1999 - Tenth International Conference on Game Theory at Stony Brook -  
Dynamic Oligopolistic Competition in the Presence of Reference-Price  
Effects, with Fibich, G. and Lowengart, O.

- 1999 - INFORMS, Syracuse, New York  
 Dynamic Oligopolistic Competition in the Presence of  
 Reference-Price Effects, with Fibich, G. and  
 Lowengart, O.  
 Optimal Pricing Strategies in the Presence of  
 Reference-Price Effects, with Fibich, G. and  
 Lowengart, O. (presented by Fibich, G.).  
 Effect of Reference Price on Dynamic Price Elasticity  
 of Demand, with Fibich, G. and Lowengart, O.  
 (presented by Lowengart, O.).
- 1999 - ORSIS - Dynamic Oligopolistic Competition in the Presence of  
 Reference- Price Effects, with Fibich, G. and Lowengart, O.
- 1998 - INFORMS - The Transfer Pricing Problem: A Mixed Mechanism  
 Approach, with Tauman, Y.
- 1992 - The Israeli Workshop on Communications at Tel Aviv University - RCS  
 in B-ISDN, with Rosberg, Z.
- 1992 - The Second ORSA Telecommunications Conference - RCS for a  
 Stochastic Knapsack in B-ISDN, with Rosberg, Z. (presented by  
 Rosberg, Z.).
- (b) *Seminar presentations at universities and institutions*
- 2013 - University of Waterloo - A Game Between a Terrorist and a Passive  
 Defender, with Berman, O. and Baron, O. (presented by Baron, O.).
- 2012 - Hebrew University - Influenza Vaccination Policy, with Yamin, D.
- 2011 - Ono Academic College - Optimal Influenza Vaccination Policy, with  
 Yamin, D.
- 2011 - Hadassah Hospital - Influenza Vaccination Policy, with Yamin, D.
- 2011 - Technion - Optimal Influenza Vaccination Policy, with Yamin, D.  
 (presented by Yamin, D.)
- 2011 - Technion - Price Discrimination Based on Buyers' Purchase History,  
 with Segev, E.
- 2010 - Tel Aviv University - The Averaging Principal, with Fibich, G. and  
 Solan, E. (presented by Solan, E.)



- 2010 - The Interdisciplinary Center - Optimal Influenza Vaccination Policy, with Dan Yamin.
- 2009 - Hebrew University, The Averaging Principal, with Fibich, G. and Solan, E. (presented by Solan, E.)
- 2008 - University of Toronto - Asymptotic Analysis of Large Auctions with Risk-Averse Bidders, with Fibich, G.
- 2007 - Tel Aviv University - Analysis of K-price Auctions, with Fibich, G. and Sela, A.
- 2006 - Jaffee Center for Strategic Studies, Tel Aviv University - Terror and Rationality.
- 2004 - Department of Economics, York University - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2004 - Business School, University of Rochester - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2003 - School of Management, University of Toronto - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2002 - Department of Economics, Hebrew University - Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A.
- 2002 - Economics Department, Tel Aviv University - Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A.
- 2000 - Center for New Institutional Social Sciences, Washington University, St. Louis - Separation and Pooling in a Signaling Game between Social Activists and Politicians, with Mizrahi, S. (presented by Mizrahi, S.).
- 2000 - Economics Department, University of Mannheim, Germany, with Moldovanu, B. and Sela, A. (presented by Moldovanu, B.).
- 2000 - Department of Economics, Hebrew University, with Moldovanu, B. and Sela, A.
- 1999 - Business School, Tel Aviv University - Optimal Pricing Strategies in the Presence of Reference-Price Effects, with Fibich, G. and Lowengart, O. (presented by Fibich, G.).
- 1998 - Department of Mathematics, Stanford University, USA - Optimal Pricing Strategies in the Presence of Reference-Price Effects, with Fibich, G. and Lowengart, O. (presented by Fibich, G.).

- 1998 - Business School, New York University, USA, Optimal Pricing Strategies in the Presence of Reference-Price Effects, with Fibich, G. and Lowengart, O. (presented by Fibich, G.).
- 1998 - Department of Mathematics, Tel Aviv University - Optimal Pricing Strategies in the Presence of Reference-Price Effects, with Fibich, G. and Lowengart, O. (presented by Fibich, G.).
- 1996 - Business School, Hebrew University - A Multi-Period Game Theoretic Model of Venture Capital Investment, with Elitzur, R. (presented by Elitzur, R.).

• **Research Grants**

**Total: \$222,000**

- 2010 - The Israel National Institute for Health Policy and Health Services Research, Self Interests versus Group Interests in Influenza Virus Vaccinations: Incentives for Optimizing Vaccination Policy. Two years, \$76,500, PI (with Pliskin, J.).
- 2008 - Social Security Institute, The MANOF Foundation. The Costs of Industrial Accidents for the Organization. One year, \$60,000, PI (with Mizrahi, S.).
- 2007 - Israel Science Foundation, Diffusion of New Products and Optimal Market Coverage in the Presence of Reference Price Effects. Two years, \$43,000, PI (with Lowengart, O.).
- 2006 - Social Security Institute, The MANOF Foundation. The Costs of Industrial Accidents for the Organization. One year, \$42,500, PI (with Mizrahi, S.).
- 2006 - Ben Gurion University Fund. Diffusion of New Products and Optimal Market Coverage in the Presence of Reference Price Effects. \$4,650, PI (with Lowengart, O.).

• **Present Academic Activities**

(a) Submitted for publication

Baron, O., Berman, O. and Gavious, A., A Game Between a Terrorist and a Passive Defender, Preparing revision for *Operations Research*.

Gavious, A. and Minchuk, Y., Contests with Many Bidders, third revision in *Operations Research Letters*.

Gaviious, A. and Segev, E., Price Discrimination Based on Buyers' Purchase History.

(b) Research in progress

Benjamini, Y., Fibich, G., Gaviious, A., Solan, E., and Yekutieli, D., Applying the Averaging Principal to Tukey's Theorem.

Yamin, D., Gaviious, A., Davidovitch, N. and Pliskin, J., The Role of Intervention Programs to Increase Influenza Vaccination.

Gaviious, A., Meyer, J. and Steinhorn, R., Warning Design as a Social Dilemma.

Gaviious, A. and Lowengrat, O., Diffusion of New Products and Optimal Market Coverage in the Presence of Reference Price Effects.

Gaviious, A., Shapira, M. and Tuval, A., Private Brand against National Brand – A Signaling Model.

Amador, S., Gaviious, A. and Segev, E., Gender Differences in Bargaining.

Gaviious, A. and Pinto, G., Investing in Research and Teaching in Academic Institutes.

Eltzur, R., Gaviious, A. and Sitton, M., Venture Capital Syndication and Bargaining.

Eltzur, R., Gaviious, A. and Minchuk, Y., Audits' Auctions.

Gaviious, A., Shapira, M. and Tuval, A., Games between National Brand and Private Label.