

CURRICULUM VITAE

1. Contact information

Home number: 972-9-8999074

Cellular number: 072-54-4996773

Emails: sonsino.doron@gmail.com; sonsinod@post.bgu.ac.il

Homepage: <http://www.bgu.ac.il/~sonsinod>

2. Higher education**A. Doctoral degree**

Ph.D. in Business Economics.

Graduate School of Business.

Stanford University, 1995

Advisor: David Kreps

Title: Learning to Learn, Pattern Recognition, and Nash Equilibrium

B. Undergraduate and graduate studies:

M.Sc. (with excellence) in Operations Research

School of Management

Tel-Aviv University, 1989.

Advisor: Dov Samet

Title: Impossibility of Speculation Theorems with Noisy Information

B.A. in Accounting and Economics

Department of Economics and School of Management

Tel-Aviv University, 1984

3. Academic ranks and tenure in institutes of higher education

Dates	Institution and Department	Rank/Position
October, 2019 – Present	Gothenburg Research Institute (GRI) Gothenburg, Sweden	Associate researcher (pending on winning outside funding)
October, 2019 – Present	The College of Law and Business (CLB). Ramat-Gan, Israel	Head of MA program in Finance and Capital Markets and associate professor
October, 2018 – September, 2019	The Sarnat School of Management. The Center for Academic Studies, Or-Yehuda. Israel. (Dissolved for bankruptcy)	Head of Finance studies and associate professor
October, 2018 – present	The Department of Economics. Ben-Gurion University.	Adjunct associate professor
March, 2004 – September, 2017	The Business School of the College of Management Academic Studies (COMAS), Israel	Faculty member (promoted to associate professor in April, 2008)

March, 1996 -February, 2004	The Faculty of Industrial Engineering and Management of the Technion, Israel Institute of Technology	Faculty member (promoted from lecturer to senior lecturer in June, 2000)
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4. Publications

A. Refereed papers in professional journals (chronological order)

1. Sonsino Doron, "Impossibility of speculation theorems with noisy information", *Games and Economic Behavior*, Vol. 8, 1995, 406-423.
2. Sonsino Doron, "Learning to learn, pattern recognition, and Nash equilibrium", *Games and Economic Behavior*, Vol. 18, 1997, 286-331.
3. Sonsino Doron, "Geanakoplos and Sebenius model with noise", *International Journal of Game Theory*, Vol. 27, 1998, 111-130.
4. Peretz Hovav and Sonsino Doron, "On preplay negotiation and zero-sum betting", *International Game Theory Review*, Vol. 1, No. 2, 1999, 192-196.
5. Mador Galit, Sonsino Doron and Ben-Zion Uri, "On complexity and lotteries' evaluation – three experimental observations", *Journal of Economic Psychology*, Vol. 21, No. 6, 2000, 625-637.
6. Sonsino Doron, "A lemma on proximity of variances and expectations", *ESAIM: Probability and Statistics*, Vol. 4, 2000, 229-231.
7. Haruvy Ernan, Erev Ido and Sonsino Doron, "The medium prizes paradox: evidence from a simulated casino", *Journal of Risk and Uncertainty*, Vol. 22, No. 3, 2001, 251-261.
8. Anderhub Vital, Gneezy Uri, Güth Werner and Sonsino Doron, "On the interaction of risk and uncertainty - An experimental study", *German Economic Review*, Vol. 2, No. 3, 2001, 239-253.
9. Shavit Tal, Sonsino Doron and Ben-Zion Uri, "A comparative study of lotteries evaluation in class and on the Web", *Journal of Economic Psychology*, Vol. 22, No. 4, 2001, 483-491.
10. Sonsino Doron and Mandelbaum Marvin, "On preference for flexibility and complexity aversion – experimental evidence", *Theory and Decision*, Vol. 51, No. 2-4, 2001, 197-216.
11. Shavit Tal, Sonsino Doron and Ben-Zion Uri, "On the evaluation of lotteries and options – an experimental study", *Journal of Behavioral Finance*, Vol 3. No. 3, 2002, 168-181.
12. Sonsino Doron, Ben-Zion Uri and Mador Galit, "The complexity effects on choice with uncertainty – experimental evidence", *The Economic Journal*, Vol. 112. No. 482. 2002. 936-965.
13. Sonsino Doron and Sirota Julia, "Strategic pattern recognition – experimental

evidence”, *Games and Economic Behavior*, Vol. 44. No. 2. 2003. 390-411.

14. Kliger Doron, Ori Levy and Sonsino Doron, “On absolute and relative performance and the demand for mutual funds”, *Journal of Economic Behavior and Organization*, Vol. 52. No. 3. 2003. 341-363.

15. Ivanova-Stenzel Radosveta and Sonsino Doron, “Comparative study of one-bid versus two-bid auctions”, *Journal of Economic Behavior and Organizations*, Vol. 54. No 4. 2004. 109-131.

16. Sonsino Doron and Ivanova-Stenzel Radosveta, “Experimental internet auctions with random information retrieval”, *Experimental Economics*, Vol. 9, No 4. 2006. 323-341.

17. Eden Yoram and Sonsino Doron, “Probability weighting in damage-claiming decisions”, *Journal of Insurance Issues*, Vol. 29. No. 2. 2006. 179-192.

18. Charness Gary, Haruvy Ernan and Sonsino Doron, “Social distance and reciprocity: an Internet experiment”, *Journal of Economic Behavior and Organization*, Vol. 63, No 1. 2007. 88-103.

19. Sonsino Doron, “Disappointment aversion in Internet bidding decisions”, *Theory and Decision*, Vol. 64, No.2. 2008. 363-393.

20. Kallir Ido and Sonsino Doron. “The neglect of correlation in allocation decisions”, *Southern Economic Journal*, Vol. 75. No. 4. 2009. 1045-1066.

21. Sonsino Doron. “The irrelevant menu affect on valuation”, *Experimental Economics*, Vol. 13. No. 3. 2010, 309-333.

22. Sonsino Doron. “A note on negativity bias and asymmetric framing response”, *Theory and Decision*, Vol. 71 No. 2, 2011. 235-250.

23. Sonsino Doron and Regev Eran. “Informational overconfidence in return prediction – more properties”, *Journal of Economic Psychology*, Vol. 39. 2013. 72-84.

24. Sonsino Doron and Shavit Tal. “Return prediction and stock selection from unidentified historical data – experimental evidence”, *Quantitative Finance*, Vol 14. No. 4. 2014. 641-656.

25. Sonsino Doron and Shavit Tal. "Optimistic, but selling riskier stocks – an arbitrage field experiment in crisis markets", *Journal of Behavioral and Experimental Finance*, Vol 1. 2014. 61-73

26. Sonsino Doron and Shavit Tal. "Short-run Arbitrage in crisis markets – a field experiment", *Annals of Financial Economics*, 9(1), 2014, 1450004

27. Weinstock Eyal and Sonsino Doron. "Are risk-seekers more optimistic? non-parametric approach", *Journal of Economic Behavior and Organization*, 108, 2014, 236-251

28. Erev Ido, Gilat-Yihyie Sharon, Marchiori Davide and Doron Sonsino. “On loss aversion, level-1 reasoning, and betting”, *International Journal of Game Theory*, 44(1), 2015,113-133.

29. Sonsino, Doron, Rosenboim Mosi and Shavit Tal. "The valuation by tranche of composite investment instruments", *Theory and Decision*, 82, 2017, 353-393.

30. Lazar Maya, Amit Oren, Levkowitz Amir and Sonsino Doron. "A note on receptiveness to loss in structured investment", *Journal of Behavioral and Experimental Economics*, 69, 2017. 92-98

31. Sonsino Doron, Lahav Yaron, and Levkowitz Amir. "The conflicting links between forecast-confidence and stock trading propensity." Forthcoming, the *Journal of Behavioral Finance*

B. Chapters in books

32. Magnus Jansson, Sven Hemlin, Doron Sonsino, and Carl-Christian Trönnberg. "Investment beliefs and portfolio risk-taking – a comparison between industry professionals and non-professionals", in Venezia, I. (Ed.) *Behavioral Finance: A Novel Approach*, Forthcoming 2020, World Scientific Publishers, London

33. Sonsino Doron, Lahav Yaron, and Levkowitz Amir. "Separating accuracy from forecast confidence: a modified miscalibration measure", in Venezia, I. (Ed.) *Behavioral Finance: A Novel Approach*, Forthcoming 2020, World Scientific Publishers, London

C. Working papers under review:

34. Sonsino Doron, Yaron Lahav and Yefim Roth. "Reaching for Returns in retail structured investment". Minor (second) revision for *Management Science*.

35. Erev Ido, Roth Yefim and Sonsino Doron. "Decisions from experts' valuation and the impact of the probability of success". Under revision for *Management Science*.

36. Sonsino Doron, Max Shifrin and Eyal Lahav. "Trust is more stable than risk-taking, and it is especially stable for females". Submitted to the *Journal of Economic Behavior and Organization*.

5. Conferences, workshops and seminars

A. Recent presentations (2012- present by chronological order)

Date	Name of Conference	Place	Subject
June, 2012	The 2012 International ESA (Experimental Science Association) meetings	New York University	Comparative analysis of stock selection and return prediction for purchase and sale
October, 2012	The Alhambra 2012 Experimental Workshop	Granada, Spain	The neglect of correlation in allocation decisions- additional evidence
June, 2013	The 2013 SEF (Society of Experimental Finance) Meetings	Tilburg University, The Netherlands	The boundaries of optimism: risk-preference predicts optimism in financial forecasting
July, 2013	The 2013 International ESA meetings	Zürich, Switzerland	Are risk-seekers more optimistic? Nonparametric approach

July, 2013	The 2014 F.U.R (Foundations of Utility and Risk) meetings at Erasmus University	Erasmus University, The Netherlands	The valuation of composite structured deposits
September, 2014	The 2014 European ESA meetings	Prague, Czechoslovakia	The valuation of composite structured deposits
April, 2015	The 2015 NIBS (Network for Integrated Behavioral Science) conference	The University of Nottingham, England	The valuation of composite structured investments
August, 2015	The 2015 SBRCR (Social and Biological Roots of Cooperation and Risk Taking) conference	Kiel University, Germany.	Disentangling trust and risk preference – direct approach
August, 2015	The 2015 European ESA meetings	Heidelberg, Germany.	Disentangling trust and risk preference – direct approach
July, 2016	The 2016 F.U.R meetings at Warwick University	Warwick, England	Does overprecision correlate with trading frequency? An alternative approach
July, 2016	The 2016 International ESA meetings	Jerusalem, Israel	Disentangling trust and risk preference – gender differences
November, 2016	The 2016 North America ESA meetings	Tucson, Arizona	Separating miscalibration from informational confidence
November, 2016	The 2016 North America SEF meetings	Tucson, Arizona	Receptiveness to loss in structured investment: a brief Web-survey experiment
August, 2017	The 2017 SPUDM (Subjective Probability, Utility, and Decision Making) conference	Technion, Israel	The conflicting links between forecast confidence and trading propensity
September, 2017	The 2017 IAREP (International Association for Research in Economic Psychology) conference	College of Management Academic Studies, Israel	The conflicting links between forecast confidence and trading propensity
September, 2017	The 2017 European ESA meetings	The Vienna University of Economics and Finance	The conflicting links between forecast confidence and trading propensity
November, 2017	The 3-rd pension funds management workshop. Gothenburg Research Institute (GRI) – invited talk	Gothenburg Research Institute (GRI)	Does forecast-confidence boost trading? Exploring a modified forecast confidence task
November, 2017	Cognitive seminar	Technion, Haifa	Does forecast-confidence boost trading? Exploring a modified forecast confidence task
May, 2018	Economics department seminar	Haifa University	Experimental evidence for non-standard preferences in retail structured investment
June, 2018	The 2018 European SEF meetings	Heidelberg University, Germany	Exploring the valuation of simple structured deposits
July, 2018	The 2018 European IAREP meetings	Middlesex University, London	Exploring the valuation of simple structured deposits
June, 2018	The 2019 WEAI (Western Economic Association International) conference	Keio University, Tokyo	The appetite for substantial returns in retail structured investment
March, 2019	The Gothenburg Finance Research Center Seminar	Gothenburg Finance Research Center	The appetite for substantial returns in retail structured investment
June, 2019	The third Israel Behavioral Finance conference	The Academic College of Tel-Aviv Yaffo	The willingness to accommodate small losses for worthy structured gains - experimental evidence

September, 2019	The 2019 European ESA meetings	The Burgundy School of Business, Dijon	The decreased risk and loss aversion in retail structured investment
September, 2020	ESA 2020 global on-line conference	NA	Risk-receptiveness statements predict increased risk appetite in retail structured investment

B. Organization of conferences

Date	Name of Conference	Place	Role
September, 2017	The 2017 IAREP (International Association for Research in Economic Psychology) conference	COMAS, Israel	Organizing and scientific committee
June, 2019	The third Israel Behavioral Finance conference	The Academic College of Tel-Aviv Yaffo	Organizing committee

6. Teaching

A. Courses taught in recent years

- Investments
- Behavioral Finance
- Asset pricing and arbitrage strategies
- Rationality and behavior in Games
- International Finance
- Introduction to economics

B. Research students in recent years

Name	Title of Thesis	Degree	Completion
Levkowitz Amir	Exploring the correlations between confidence, optimism and the personal tendency for irrational trading	MBA with thesis	2016
Shifrin, Max	Trust and risk preferences	MBA with thesis	2015
Weinstock, Eyal	The interactions between risk-attitude and optimism in economic prediction	MBA with thesis	2013
Regev, Eran	A comparative examination of return prediction and stock selection for purchase and sale	MBA with thesis	2012

7. Membership in scientific editorial boards of academic publications:

Associate editor, Journal of Behavioral and Experimental Economics (formerly, the Journal of Socio-Economics). Elsevier. Since February, 2013

Editor, ISRN Economics. April 2012-2014

8. Membership in professional societies:

American Economic Association

SEF – Society of Experimental Finance

ESA - Economic Science Association