

- **Personal Details**

Address (O): Faculty of Business Administration, Ono Academic College,
Kiryat Ono 5545173, Israel.

E-mail: ariehg@ono.ac.il

- **Education**

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

- **Employment History**

2021-present	Adjunct Full Professor in the Department of Industrial Engineering and Management, Ben-Gurion University.
2015-present	Full Professor in the Faculty of Business Administration, Ono Academic College
2014- 2021	Full Professor in the Department of Industrial Engineering and Management, Ben-Gurion University.
2011-2014	Associate Professor in the Faculty of Business Administration, Ono Academic College
2009-2014	Associate Professor in the Department of Industrial Engineering and Management, Ben-Gurion University.
2003-2009	Senior Lecturer in the Department of Industrial Engineering and Management, Ben-Gurion University.
2003-2004	Visiting Associate Professor in the Rotman School of Management, University of Toronto, Canada.
1996-2002	Lecturer in the Department of Industrial Engineering and Management, Ben-Gurion University.

- 1994-1997 Thinkware, Involved in many projects for the Ministry of Health, Leak Detection for P&EI and Israeli natural gas project.
- 1995-1996 Thinkware (for Petroleum and Energy Infrastructure LTD).
Developing simulation software for the Israeli petroleum infrastructure.
- 1993-1996 Adjunct lecturer, Tel-Aviv University.

• Professional Activities

(a) Positions in academic administration:

- Dean, Faculty of Business Administration at Ono Academic College, 2017-present.
- Head of the MBA program at Ono Academic College 2012-2016
- Head, M.Sc. program in Industrial Management, Ben-Gurion University 2001-2015. Responsible for designing the program, in charge of personal coordination of studies of approximately 200 M.Sc. students.

(b) Professional functions outside universities/institutions:

- Committee member of ORSIS–The Operations Research Society of Israel, 2012-2015.
- Committee member in the ISF – Israeli Science Foundation, 2012.
- Secretary of ORSIS –The Operations Research Society of Israel, 2008-2012.
- 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.
- Organized two sessions on Transfer Pricing at the conference of the Association for Research in Industrial Economics (E.A.R.I.E.) held at Tel-Aviv University; also served as chairperson of one of these sessions, 1993.

(c) Significant professional consulting

- Expert opinion for SHAAREY RIBIT LTD, 2013-2014, Corporate Bonds.
- Expert opinion for PARTNER LTD, 2010, Communications Tariffs.
- Consultant for Partner Communications LTD, 2008-2010.
- Consultant for Petroleum and Energy Infrastructure LTD, 1994-1997.

(d) Editor or member of editorial board:

- Editorial Board in the *European Journal of Operational Research* (IF. 6.0, Q1) 2013-2025.

(e) Ad-hoc reviewer for journals:

- *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*
- *Production and Operations Management*
- *European Journal of Operational Research*
- *Mathematics of Operations Research*
- *Optimization Letters*
- *Mathematical Methods of Operations Research.*
- *BE Journal of Theoretical Economics*
- *Operations Research letters*
- *Journal of Optimization Theory and Applications*
- *Journal of the Operational Research Society*
- Research proposal referee for:
 1. *Research Grants Council of Hong Kong*
 2. *Israel Science Foundation (ISF)*
 3. *Bi national Science Foundation (BSF)*

(f) Membership in professional/scientific societies

2000-present, Operations Research Society of Israel
 2000-2012, Game Theory Society.

• **Educational activities**

(a) Courses taught:

2011-present Ono Academic College, Game Theory for MBA

2021-present Ono Academic College, Probability

2002-present Devising and delivering the Game Theory BGU-IE&M graduate courses.

2006 Tel Aviv University, course in Game Theory for Graduate students.

2003-2004 University of Toronto:

Statistics (for MBA), Advanced course in Game Theory for Ph.D.

1996-Present Ben-Gurion University

Information problems in decentralized organizations (for M.Sc),
Introductory Statistics, Introduction to Probability Theory, Strategic
Thinking (for MBA), Operations Management, Problems in decentralized
organizations, Optimal Control for Economics models, Calculus, Industrial
organizations.

1996-2003 Toulouse Business School (Group ESC Toulouse):
A Course in Strategic thinking and Game Theory.

1993-1996 Tel-Aviv University: courses in Probability, Statistics and Mathematics
for MBA students.

1993-1995 College of Management, Tel-Aviv; courses in Statistics.

1990-1995 The Open University, Tel-Aviv; courses in Probability, Statistics for
Social Science and the Sciences.

1986-1990 Technion, Haifa, Instructor in problem solving for various mathematics
courses, including Complex Variables, Calculus and Probability.

(b) Research students

Post Doctoral

1. Gabi Pinto, Department of IE&M, 2011-2014.

Ph.D.

1. Eitan Seri, Kreitman School of Advanced Graduate Studies: "Improving the safety of the factory by creating safety atmosphere and safety culture: Building a safety model based on engineering protection equipment". April 2011. (with Yuval, F. and Tiran, J.)
2. Yizhaq Minchuk, Department of IE&M, "Asymmetric auctions", April 2013.
3. Dan Yamin, Department of IE&M, "Optimizing influenza vaccination policy", March 2013 (with Pliskin J.)
4. Sofia Amador, Department of IE&M, "Market Equilibrium-based Mechanism for Dynamic Task Allocation" April 2017 (with Zivan, R.).
5. Asaf Tuval, Department of IE&M, "Incentives Policy for Vaccination against Influenza", October 2018 (with Yamin D.).
6. Smadar Califa, Department of IE&M, "Model of repeated bargaining", September 2021 (with Segev E.).
7. Yael Shani, Department of IE&M, August 2021 (with Goldenberg J.).

8. Mor Atlas, Department of IE&M, "Developing a New Model of Contagion in Social Networks: Accounting for the Adoption Magnitude", 2022. (with Ravid. G)
9. Hana Zur, Department of IE&M, Early Stock Sales Model, 2022. (with Segev E.)

M.Sc.

1. Miri Siton - BGU School of Management: "Venture capital syndication in the foundation of start-up", August 2000. (with Menipaz, E.)
2. Arik Schreiber, BGU School of Management, "Incentive policy for quality human resource creation in the education field", March 2001. (with Mizrahi, S.)
3. Ruby Shimyee, BGU School of Management: "International reference-price", October 2004. (with Lowengart, O.)
4. Dafna Chachek, Department of IE&M, "Bug dynamics over networks in large-scale failure recovery systems", October 2005. (with Braha, D.)
5. Eran David - Department of IE&M, "A probabilistic model for maintenance of below-grade culverts", April 2009. (with Shohet, I.)
6. Roey Steinhorn,⁺ Department of IE&M, "Warning design as a social dilemma", April 2009. (with Meyer, J.)
7. Dan Yamin,⁺ Department of IE&M, "Self-interest versus group Interest in influenza virus vaccination policy", October 2009.
8. Yael Shani - Department of IE&M, "A functional imaging study of decision making in games resulting in equilibrium", October 2009. (with Aharon, I.)
9. Tatyana Andreeva, Department of IE&M, "Development of means for cost estimating of accidents in the construction industry", November 2009. (with Shohet, I.).
10. Yizhaq Minchuk, Department of IE&M, "Asymmetric auctions", November 2009.
11. Eyal Dayan,⁺ Department of IE&M, "Optimal pricing strategies under Bertrand competition in the presence of reference-price effects", May, 2010. (with Lowengart, O.)
12. Sofia Amador,⁺ Department of IE&M, "Lab experiments of bargaining procedures", November 2011. (with Segev, E.)
13. Eyal Solnik,⁺ Department of IE&M, "Evaluating vaccination strategies with social network simulations", December 2012.

14. Asaf Tuval, Department of IE&M, "Games between national brand and private label", March 2013. (with Shapira M.)
15. Smadar Califa, Department of IE&M, Bargaining with forward-looking buyers and price discrimination, 2014.
16. Amir Brudner, Department of IE&M, Investing in Research and teaching facilities in an Academic Institute under Competition – an Optimal Control and Differential Games Model, 2015.
17. Mor Atlas, Department of IE&M, Developing a New Model of Contagion in Social Networks: Accounting for the Adoption Magnitude, 2017 (with Ravid. G)
18. Hana Zur, Department of IE&M, Early Stock Sales Model, 2018.

• Honors and Awards

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| 2013 | The second prize of the Health Application Society of INFORMS, the William Pierskalla competition. |
| 2012 | Top Rated Paper, Society for Medical Decision Making, Phoenix, AZ, An Influenza Vaccination Policy Based on A Previous Year's Illness |
| 2002 | The Oded Levin Prize of the Operations Research Society of Israel (with Fibich, G.) |
| 1991-1995 | TAU Faculty of Management graduate assistantships. |
| 1988-1990 | Technion graduate assistantships. |
| 1988-1990 | Technion - Dean's dissertation fellowship. |

• Scientific Publications

(a) Refereed articles and refereed letters in scientific journals

1. **Gaviious, 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.
2. **Gaviious, A.** (1999), Transfer Pricing Under Capacity Constraints. Journal of Accounting, Auditing and Finance, Vol.14, No. 1, pp. 57-72.
3. **Gaviious, A.** and Mizrahi, S. (1999), Two-Level Collective Action and Group Identity, Journal of Theoretical Politics , Vol. 11, No. 4, pp. 497-517.
4. **Gaviious, A.** and Mizrahi, S. (2000), Continuous Time Models of Collective Action and Political Change, Constitutional Political Economy, Vol. 11, No. 2, pp. 181-198.
5. **Gaviious, A.** and Mizrahi, S. (2000), Information and Common Knowledge in Collective Action, Economics and Politics, Vol. 12, No. 3, pp. 297-319.
6. **Gaviious, 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.
7. **Gaviious, 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.
8. Fibich, G., **Gaviious, A.** and Sela, A. (2002), Low and High Types in Asymmetric First-Price Auctions. Economics Letters, Vol. 75, No. 2, pp. 283-287.

9. **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.
10. Elitzur, R. and **Gavious, A.** (2003), A Multi-Period Game Theoretic Model of Venture Catalists and Entrepreneurs. European Journal of Operational Research, Vol. 144, pp. 440-453.
11. **Gavious, A.** and Mizrahi, S. (2003), A Signaling Model of Peaceful Political Change, Social Choice and Welfare, Vol. 20, No. 1, pp. 119-136.
12. **Gavious, A.**, Moldovanu, B. and Sela, A. (2003), Bid Costs and Endogenous Bid Caps. RAND J of Economics, Vol. 33, No. 4, pp. 709-722.
13. 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 Operation Research Society - Israel (2002).*
14. 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.
15. **Gavious, A.** and Rabinowitz, G. (2003), Optimal Knowledge Outsourcing Model. Omega, Vol. 31, pp. 451-457.
16. Fibich, G. and **Gavious, A.** (2003), Asymmetric First-Price Auctions - A Perturbation Approach. Mathematics of Operations Research, Vol. 28, No. 4, pp. 836-852.
17. Fibich, G., **Gavious, A.** and Sela, A. (2004), Revenue Equivalence in Asymmetric Auctions. Journal of Economic Theory, Vol. 115, pp. 309-321.
18. 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.
19. 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.
20. Berman, O. and **Gavious, A.** (2007), Location of Response Facilities: A Game Between State and Terrorist. European Journal of Operational Research, Vol. 177, pp.1113-1133.
21. 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.
22. Elitzur, R. and **Gavious, A.** (2009), Venture Catal Contracting with Renegotiation, Economics Bulletin, Vol. 29, No.1, pp. 67 -78.

23. **Gavious, A.**, Mizrahi, S., Shani, Y. and Minchuk, Y. (2009). The Costs of Industrial Accidents for the Organization: Develong 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.
24. **Gavious, A.** (2009), Separating Equilibria in Public Auctions. BE Journal of Economic Analysis & Policy, Vol. 9, No. 1, p. 37.
25. Fibich, G., **Gavious, A.** (2010), Large Auctions with Risk-Averse Bidders. International Journal of Game Theory, Vol. 39, pp. 359-390.
26. Fibich, G., **Gavious, A.** (2010), Asymptotic Revenue Equivalence of Asymmetric Auctions with Interdependent Values. European Journal of Operational Research, Vol. 206, pp. 496-507.
27. Berman, O., **Gavious, A.** and Huang, R. (2011), Location of Response Facilities: A Simultaneous Game between State and Terrorist. International Journal of Operational Research, Vol. 10, No. 1, pp. 102-120.
28. 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.
29. 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.
30. **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.
31. Berman, O., **Gavious, A.** and Menezes, M. (2012), Optimal Response Against Bioterror Attack on Airport Terminal, European Journal of Operational Research, Vol. 219, pp. 415-424.
32. 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.
33. **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.
34. Yamin, D. and **Gavious, A.** (2013), Incentives' effect in Influenza Vaccination Policy, Management Science. Vol. 59, No. 12, pp. 2667-2686.
Won the second prize of the health application society of INFORMS, william erskalla competition.

35. **Gavious, A.** and Minchuk, Y. (2013), A note on the effect of asymmetry on revenue in second-price auctions, Int. Game Theory Review, Vol. 14, No. 3, 1-9.
36. **Gavious, A.** and Minchuk, Y., (2014), Ranking Asymmetric Auctions, International Journal of Game Theory, Vol. 43, pp. 369-393.
37. **Gavious, A.**, Greenberg, D., Hammerman, A. and Segev, E., (2014) Impact of a Financial Risk-Sharing Scheme on Budget-Impact Estimations: A Game-Theoretic Approach. The European Journal of Health Economics, Vol. 15, pp. 553-561.
38. Yamin, D., **Gavious, A.**, Davidovitch, N. and Pliskin, J., (2014) Role of Intervention Programs to Increase Influenza Vaccination, Israel Journal of Health Policy Research, Vol. 3, No. 1, art. 13.
39. Yamin, D., **Gavious, A.**, Solnik, E., Davidovitch, N., Balicer, R., Galvani, E. and Pliskin, J. S. (2014), An Innovative Influenza Vaccination Policy: Targeting Last Season's Patients, PLOS Computational Biology, Vol. 10, No. 5, e1003643.
40. **Gavious, A.** and Minchuk, Y. (2014), Revenue in Contests with Many Participants, Operations Research Letters Vol. 42, pp. 119-122.
41. **Gavious, A.** and Segev, E. (2017), Price Discrimination Based on Buyers' Purchase History, Dynamic Games and Applications, Vol. 7, No. 2, pp. 229-265.
42. Baron, O., Berman, O. and **Gavious, A.** (2018), A Game Between a Terrorist and a Passive Defender, Production and Operations Management, Vol. 27, No. 3, pp. 433-457.
43. Fibich, G., **Gavious, A.** and Gavish, N. (2018), Revenue Equivalence of Large Asymmetric Auctions. SIAM Journal on Applied Mathematics, Vol. 78, No.3, pp. 1489-1510.
44. **Gavious, A.** and Minchuk, Y. (2019), Separating Equilibria in Auctions with Two Types of Bidders, Optimization Letters, Vol. 13, pp. 69-79.
45. Elitzur, R., **Gavious, A.** and Minchuk, Y. (2019), Analysis of the SOX Ban on Non-Audit Services from an Auction Model Perspective, Journal of Accounting, Auditing and Finance, August 2019, pp. 1-14.
46. Deutsch, Y. and Gavious, A. (2023), To Profile or Not?, Risk Analysis, Vol 44, No. 3, pp. 650-665.
47. Brudner, A. and Gavious, A. (2024), A Dynamic Model of Investment in Research and Teaching Facilities in Academic Institutions, Annals of Operations Research, Vol. 343, pp. 67-85.

48. Deutsch, Y. and Gaviious, A. (2026), An inspection game between an inspector, an unknown attacker and an inspectee, Journal of the Operational Research Society, Vol. 77, No. 2, pp. 616-624.

Proceedings

1. HICSS-56 (2023), The Role of Followers and Followees in the Adoption of Innovations (30% acceptance)

Under Review

Submitted for publication (indicate journal)

1. Atlas, M., **Gaviious, A.** and Ravid, G., Does a Threshold Model Predict Individuals' Time of Adoption of Innovations?, Under review in the Journal of Product Innovation Management.

Other Refereed Publications

1. Gaviious, A. (1994), The Transfer Pricing Paradox. Roeh Haheshbon, Vol. 43, No. 1, pp. 43-46. (Hebrew)
2. Gaviious, A. (2006), Terror and Rationality. Politica, Vol. 15, Summer, pp.123-138. (Hebrew)

Proceedings

1. Atlas, M., Gaviious, A. and Ravid G. (2023), The Role of Followers and Followees in the Adoption of Innovations, HICSS, Maui, Hawii.

(b) Published scientific reports and technical papers

1. Gaviious, A. and Tauman, Y. (1995), Sequential Mechanism in the Transfer Pricing Problem. *Tel Aviv University, School of Management*, Working Paper 22/95.
2. Gaviious, A. and Tauman, Y. (1997), The Transfer Pricing Problem: A Mixed Mechanism Approach. *Tel Aviv University, School of Management*, Working Paper 31/97.
3. Gaviious, A., Moldovanu B. and Sela, A. (2001), Bid Costs and Endogenous Bid Caps. *BGU Monaster Center for Economic Research*, No. 01-1.

4. Gavious, A. and Sela, A. (2001), Auctions with Reservation Prices. *BGU Monaster Center for Economic Research*, No. 01-3.
5. Fibich, G., Gavious, A. and Sela, A. (2001), Revenue Equivalence in Asymmetric Auctions. *BGU Monaster Center for Economic Research*, No. 01-14
6. Fibich, G., Gavious A. and Sela A. (2002), All-pay Auctions with Risk-averse Buyers. *BGU Monaster Center for Economic Research*, No. 02-15.
7. Fibich, G., Gavious A. and Sela A. (2004), Asymptotic Analysis of Large Auctions. *The BGU Monaster Center for Economic Research*, No. 04-02.
8. Atlas, M., Gavious, A., & Ravid, G. (2023). The Role of Followers and Followees in the Adoption of Innovations. Proceedings at the Hicss, Maui, Hawii.

• Lectures and Presentations at Meetings and Invited Seminars

(a) Invited plenary lectures at conferences/meetings

- ORSIS 2002, Explicit Solutions for Optimal Strategies in Optimization Models and Differential Games With Nonsmooth Reference Effects, with Fibich, G. (presented by Fibich) (**Plenary**)
- 2002, School of Management, University of Toronto, Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A. (**Invited**)
- Ohio State University 2004 - Department of Economics - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A. (**Invited**)
- 15th International Conference on Game Theory at Stony Brook 2004 - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A. (**Plenary**)
- ORSIS 2006 – Asymptotic Analysis of Large Auctions, with Fibich, G. (**Invited session**)
- 2008, School of Management, University of Toronto, Large Auctions with Risk Averse Bidders, with Fibich, G. (**Invited**)
- ORSIS 2009 – Contests in the Venture Capital Industry, with Elitzur, R. (**Invited session**)
- 2011, 4th Conference on Treatment Safety in the Healthcare System - Thraategic Thinking and Game theory – An Application for the Healthcare System. (**Opening Talk**)

- ORSIS 2012 - The averaging principle, with Fibich, G. and Solan, E. (**Invited session**)
- 2012, School of Medicine Epidemiology and Public Health, Yale University, Optimal Influenza Vaccination Policy, with Yamin, D.^S Pliskin, J., Solnik, E.^S and Davidovitch, D. (by Yamin, D.) (**Invited**)
- 2012, Society for Medical Decision Making, Phoenix AZ, An Influenza Vaccination Policy Based on A Previous Year's Illness, with Yamin, D.^S Pliskin, J., Solnik, E.^S and Davidovitch, D. (by Pliskin, J.) (**Plenary, Top Rated Paper**)
- Joint 2nd Workshop of the Turkish and Israeli Operations Research Societies 2013, Incentives' Effect in Influenza Vaccination Policy, with Yamin D.^S (**Invited**)
- 2013, INFORMS Annual Meeting in Minneapolis - Optimal Influenza Vaccination Policy, with Yamin D.^S (by Yamin, D.) *Competition session. Won the second prize of the health application society of INFORMS, William Pierskalla competition.*
- 2015, The 7th Israeli Game Theory Conference – Revenue Equivalence of Large Auctions, with G. Fibich and N. Gavish (**Opening Talk**)
- 2015, The Second Conference on Validating Models of Adversary, with Baron, O. and Berman O. (by Baron, O.) (**Invited**)
- ORSIS 2016, Game Theory & Counter-terror: A Tutorial, (**Plenary**)
- ORSIS 2019, The Profiling Game in Border Crossings, with Deutsch Y. (**Invited**)

(b) Presentation of papers at conferences/meetings

- The second ORSA Telecommunications Conference 1992 - RCS for a Stochastic Knapsack in B-ISDN, with Rosberg, Z. (presented by Rosberg)
- The Israeli Workshop on Communications at Tel Aviv University 1992 - RCS in B-ISDN, with Rosberg Z.
- Informs 1998 - The Transfer Pricing Problem: A Mixed Mechanism Approach, with Tauman Y.
- ORSIS (Operations-Research Society of Israel) 1999 - Dynamic oligopolistic competition in the presence of reference-price effects, with Fibich, G. and Lowengart, O.

- Informs 1999 – Syracuse, New York
 1. Dynamic oligopolistic competition in the presence of reference-price effects, with Fibich, G. and Lowengart, O.
 2. Optimal pricing strategies in the presence of reference-price effects, with Fibich, G. and Lowengart, O. (presented by G. Fibich)
 3. Effect of Reference Price on Dynamic Price Elasticity of Demand, with Fibich, G. and Lowengart, O. (presented by O. Lowengart)
- Tenth International Conference on Game Theory at Stony Brook 1999 - Dynamic oligopolistic competition in the presence of asymmetric reference-price effects, with Fibich, G. and Lowengart, O.
- *Political Science Association – Executive Committee Meeting*. Beer-Sheva. 24 February 2000. Collective Action and Political Change: the Case of Poland, with Mizrahi, S. (presented by Mizrahi, S.).
- *Political Science Association 2000 Conference*, Continuous Time Models of Collective Action and Political, with Mizrahi, S. (presented by Mizrahi, S.).
- ORSIS 2000 – Auctions with bounds, with Moldovanu, B. and Sela, A.
- Fourth Spanish Meeting on Game Theory and Applications, Valencia 2000 - Auctions with bounds.
- GAMES 2000 - Bilbao, Spain - Auctions with bounds, with Moldovanu, B. and Sela, A.
- Informs 2000 – UCLA - Asymmetry of reference-price effect and the profitability of price promotions, with Fibich, G. and Lowengart, O. (presented by O. Lowengart).
- Workshop in Political Theory and Policy Analysis, Indiana University 2000, with Mizrahi, S. (presented by Mizrahi, S.).
- Fifth International Meeting of the Society for Social Choice and Welfare 2000 - 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.).
- EARIE 2001 – Ireland, Auctions with bounds, with Moldovanu, B. and Sela, A. (presented by Sela, A.)
- IMGTA 2001 – Italy, Auctions with Reservation Prices, with Sela, A.
- Twelve International Conference on Game Theory at Stony Brook 2001 - Auctions with Reservation Prices, with Sela, A.
- Fifth Spanish Meeting on Game Theory and Applications – Sevilla 2002 - Revenue Equivalence Under Asymmetric Auctions, with Fibich, G. and Sela, A.

- First Brazilian Workshop of the Game Theory Society – Sao Paulo 2002 – Revenue Equivalence Under Asymmetric Auctions, with Fibich, G. and Sela, A.
- A Workshop on Globalization, High Tech Development and R&D Policy – Hebrew University 2002 - Contracting, Signaling and Moral Hazard: A Model of Entrepreneurs, Angels and Venture Capitalists, with Elitzur, R.
- 57th European Meeting of the Econometric Society – Venice 2002 – Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A. (presented by Sela A.)
- ORSIS 2003 – Auctions with Weakly Asymmetric Interdependent, with Fibich, G. and Sela, A.
- Canadian Economic Theory Conference 2004- Asymptotic Analysis of Large Auctions, with Fibich G. and Sela, A.
- GAMES 2004 - Marseille, France - Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- ORSIS 2005 – Location of Response Facilities: A Game Between State and Terrorist, with Berman, O.
- ORSIS 2007 – Separating Equilibria in Public Auctions.
- ORSIS 2007 – The Paradox of Warning System Litigation, with Steinhorn R.^S, Mayer J. and Poter J. (presented by Steinhorn R.).
- Games 2008 – Northwestern University, USA – Revenue Management in the VC Industry, with Elitzur, R.
- The 3rd Israeli Game Theory Conference 2008 - Asymptotic Analysis of Large Auctions with Risk-Averse Bidders (presented by Fibich, G.).
- Third International Conference on Game Theory and Management 2009, St. Petersburg - Contests in the Venture Capital Industry, with Elitzur, R.
- ORSIS 2010 –
 1. Bargaining over multiple issues: to commit or not to commit? with Segev E.
 2. Asymmetric Auctions Reconsidered, with Minchuk Y.^S (presented by Minchuk).
 3. Optimal Influenza Vaccination Policy, with Yamin D.^S (presented by Yamin).
- SING 6, 2010 - Optimal Influenza Vaccination Policy, with Yamin D.^S

- UECE Lisbon Meetings 2010: Game Theory and Applications - Contests in the Venture Capital Industry, with Elitzur, R.
- ORSIS 2011 - 2011, Explicit Pricing Strategies in Competitive Market with Reference Effect, with Dayan, E.^S and Lowengart, O.
- Milano 2011 - Workshop on Entrepreneurial finance: the real impact, Selection of Entrepreneurs in the Venture Capital Industry: An Asymptotic Analysis (presented by Elitzur R.)
- SING 7, 2011 - Ranking Asymmetric Auctions, with Minchuk Y.^S
- ORP3, 2011 - Ranking Asymmetric Auctions, with Minchuk Y (presented by Minchuk).
- ORSIS, 2012 –
 1. Revenue in Contests with Many Participants, with Minchuk Y. (presented by Minchuk Y.)
 2. Analysis of Gender Differences in a Model of Multistage Bargaining, with Amador, S. and Segev, E. (presented by Amador, S.)
 3. Innovative Influenza Vaccination Policy Targeting Last Season's Patients, with Solnik, E., Davidovitch, N. Pliskin, J. and Yamin, D. (presented by Solnik, E.)
- SING, 2012 - Price Discrimination Based on Buyers' Purchase History, with Segev, E.
- International Society for Pharmacoeconomics and Outcomes Research ISPOR), 2012:
- Impact of A Financial Risk-sharing Scheme on Budget-impact Estimations: A Game Theoretic Approach, with Segev, E. and Greenberd, D. (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.)
- SSCW 2012 - Optimal Influenza Vaccination Policy, with Yamin D.
- SING 2013 - The Averaging Principle in Games, with Fibich, G. and Solan, E.
- UECE Lisbon Meetings 2013: Game Theory and Applications - Revenue in Contests with Many Participants, with Minchuk Y. (presented by Minchuk Y.)
- SING 2014 - Revenue in Contests with Many Participants, with Minchuk Y.
- IFORS 2014 - Revenue in Contests with Many Participants, with Minchuk Y.
- ORSIS 2015 – Revenue Equivalence of Large Auctions, with G. Fibich and N. Gavish.
- ORSIS 2017 - A Game Between a Terrorist and a Passive Defender, with Baron O. and Berman O.

- SING 2017 - Bargaining with forward looking buyers and price discrimination, with Califa S. and Segev E.
- 2019, ORSIS, The Profiling Game in Border Crossings, with Deutsch Y.
- 2019, Informs, Cancun, The Profiling Game in Border Crossings, with Deutsch Y.
- 2019, MSOM, Singapore, The Profiling Game in Border Crossings, with Deutsch Y.
- GAMES 2021, To Profile or not to Profile? with Deutsch Y.
- 2023, HICSS, Maui, Hawaii, The Role of Followers and Followees in the Adoption of Innovations, with Ravid G. and Atlas M. (presented by Ravid G.)
- 2023, Pre-SIGDSA, Hyderabad, India, Unveiling Sentiment and Frequency Trends Leading to Information Dissemination: A Case Study on Exposure, with Atlas M. and Ravid G. (presented by Atlas M.)
- ORSIS 2026 - Attacker sophistication and cybersecurity investment: a multi-defender contest model, with Ben-Avrham H.T. and Minchuk Y. (presented by Minchuk Y.)

(c) Seminar presentations at universities and institutions

- 1996, Business School, Hebrew University, A Multi-Period Game Theoretic Model of Venture Capital Investment, with Elitzur, R. (presented by Elitzur, R.).
- 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.).
- 1998, 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.).
- 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.).

- 2000, Department of Economics, Hebrew University, with Moldovanu, B. and Sela, A.
- 2000, Economics Department, University of Mannheim, Germany, with Moldovanu, B. and Sela, A. (presented by Moldovanu, B.).
- 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.).
- 2002, Economics Department, Tel-Aviv University, Revenue Equivalence in Asymmetric Auctions, with Fibich, G. and Sela, A.
- 2002, Department of Economics, Hebrew University, Revenue Equivalence in Asymmetric 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.
- 2004, Business School, University of Rochester, Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2004, Department of Economics, York University, Asymptotic Analysis of Large Auctions, with Fibich, G. and Sela, A.
- 2006, Jafee Center for Strategic Studies, Tel Aviv University, Terror and Rationality.
- 2007, Tel Aviv University, Analysis of K-price Auctions, with Fibich, G. and Sela, A.
- 2008, University of Toronto, Asymptotic Analysis of Large Auctions with Risk-Averse Bidders, with Fibich, G.
- 2009, Hebrew 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.
- 2010, Tel Aviv University, The Averaging Principal, with Fibich, G. and Solan, E. (presented by Solan, E.)
- 2011, Technion, Price discrimination based on buyers' purchase history, with Segev, E.
- 2011, Technion, Optimal Influenza Vaccination Policy, with Yamin D. (presented by Yamin D.)

- 2011, Ono Academic College, Optimal Influenza Vaccination Policy, with Yamin D.
- 2011, Hadasa Eyn Karem, Influenza Vaccination Policy, with Yamin D.
- 2012, Hebrew University, Influenza Vaccination Policy, with Yamin D.
- 2013, University of Waterloo, A Game Between a Terrorist and a Passive Defender, with Berman, O. and Baron, O. (presented by Baron, O.).
- 2014, Hebrew University, Revenue Equivalence of Large Auctions, with Fibich G. and Gavish N..
- 2016, Bar Ilan University, Revenue Equivalence of Large Auctions, with G. Fibich and N. Gavish.
- 2018, Tel Aviv University, The Profiling Game in Border Crossings, with Deutsch Y.
- 2019, Azrieli College of Engineering, The Profiling Game in Border Crossings, with Deutsch Y.

• **Research Grants**

Total: \$222,000

- 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.).
- 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.).
- 2008, Social Security Institute, The MANOF Foundation. The costs of industrial accidents for the organization. One year \$60,000, PI (with Mizrahi, S.).

- 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.).

- **Present Academic Activities**

Research in progress

1. Deutsch, Y. and **Gavius**, A. The Profiling Game in Border Crossings.
2. Ben- Avraham, H.T., Gavius, A. and Minchuk, Y., Attacker sophistication and cybersecurity investment: a multi-defender contest model.
3. Eltzur. R., **Gavius**, A. and Sitton, M., Venture Capital Syndication and Bargaining.