

*Curriculum Vitae*  
*Dr Xenia Dassiou*

### Education

1981-1985	Diploma in Statistics, major Economics, Piraeus Graduate School of Industrial Studies, Greece. Grade: Excellent, 9.56/10 (equivalent of First Class)
1985-1986	MPhil Economics, University of Cambridge, UK
1986-1990:	Ph.D. Economics, University College London (UCL), UK

### Employment record

August 2009-today	Reader, Department of Economics, City University.
August 2001-July 2009	Senior Lecturer, Department of Economics, City University.
September 1992-July 2001	Lecturer, Department of Economics, City University.
September 1991-August 1992	Lecturer, Department of Economics, University of East London.
February 1991-May 1991	Occasional Researcher, Institute of Economic and Industrial Research, Athens, Greece.
September 1990-June 1991	Part-time Lecturer in Economics, Deree College, The American College of Greece.
November 1987-June 1990	Class teacher in Industrial Economics, Department of Economics, University College London.
May 1989-August 1989	Full-time Research Assistant, Department of Economics, University College London.
April 1987-November 1987	Part-time Research Assistant, Department of Economics, University College London.

## RESEARCH AND SCHOLARSHIP ACTIVITIES

### Journal Submissions

"Optimal Pure Bundling under Gaussian Demand", Xenia Dassiou and Dionysius Glycopantis (2010), submitted.

### Journal publications – Top 6

“Infrastructure Contracts; Trust and Institutional Updating”, Xeni Dassiou and Jon Stern (2009), REVIEW OF INDUSTRIAL ORGANIZATION: Volume 35, pp 171-216 (DOI 10.1007/s11151-009-9221-4).

“Price Discrimination through Transactions Bundling; the Case of Monopsony”, Dr Xeni Dassiou and Professor D. Glycopantis (2008) JOURNAL OF MATHEMATICAL ECONOMICS, Vol. 44/7-8, pp 672-681 (DOI: 10.1016/j.jmateco.2006.11.003).

“The Economic Theory of Price Discrimination via Transactions Bundling: An Assessment of the Policy Implications”, Dr Xeni Dassiou and Professor D. Glycopantis (2006), REVIEW OF LAW & ECONOMICS, Vol. 2: No. 2, Article 5. (<http://www.bepress.com/rle/vol2/iss2/art5>). DOI: 10.2202/1555-5879.1041

“Herding Behaviour and the Size of Customer Base as a Commitment to Quality” (2000), with C.J.Choi and S. Gettings, ECONOMICA, vol. 67, no. 267.

“The Impact of Signal Dependence and Own Ability Awareness on Herding Behaviour: A Tale of Two Managers” (1999), MANAGERIAL AND DECISION ECONOMICS, vol. 20.

“Merger Failure and Merger Profitability; An Alternative to the Hviid and Prendergast Model” (1996), with Dr P. Holl, APPLIED ECONOMICS LETTERS, vol. 3, issue 4.

### Other journal publications

“Transactions Bundling in Monopsonistic Markets; Theory and Numerical Implications”, Dr Xeni Dassiou and Professor D. Glycopantis, JOURNAL OF ECONOMIC ASYMMETRIES, 2010, *forthcoming*.

“The Water Industry, Competition and Climate Change”, Jon Stern and Xeni Dassiou, UTILITIES POLICY, vol. 18, issue 3, September 2010, pp.113-115,

“Bundling in General Markets and in Health Care Systems”, Xeni Dassiou, Dionysius Glycopantis and Charitini Stavropoulou, Symposium on Modern Market Structure (Guest editors Xeni Dassiou & Dionysius Glycopantis), JOURNAL OF ECONOMIC ASYMMETRIES, Vol. 6, No.2, September 2009, pp 47-68.

“Symposium on Modern Market Structure” Xeni Dassiou and Dionysius Glycopantis, Symposium on Modern Market Structure (Guest editors Xeni Dassiou & Dionysius Glycopantis), JOURNAL OF ECONOMIC ASYMMETRIES, Vol. 6, No.2, September 2009, pp 1-5.

“FDI and Growth: Evidence from a Panel of European Transition Countries”, D. Asteriou, X. Dassiou and D. Glycopantis (2005), SPOUDAI, The University of Piraeus Journal of Economics, Business, Statistics and Operations Research, volume 55, issue 1, pp. 9-30.

“Trade and Linked Exchange; Price Discrimination through Transaction Bundling”, (2004), with C.J. Choi and D. Maldoom, TOPICS IN THEORETICAL ECONOMICS: vol. 4: No. 1, Article 3, The Berkeley Electronic Press.

(<http://www.bepress.com/bejte/topics/vol4/iss1/art3>) DOI: 10.2202/1534-598X.1102

“Testing for Asymmetric Information Effects in Failed Mergers” (1997), with Dr P. Holl and Dr. D. Kyriazis, INTERNATIONAL JOURNAL OF THE ECONOMICS OF BUSINESS, vol.4, no. 2.

“The Market Power Versus the Differential Efficiency Ambiguity; A Discrimination Theory” (1995), SPOUDAI, The University of Piraeus Journal of Economics, Business, Statistics and Operations Research, vol.45, issue 3-4.

## Book contributions

“FDI and Growth: Evidence from a Panel of European Transition Countries”, D. Asteriou, X. Dassiou and D. Glycopantis (2009), in *Essays in honour of Professor Yannacopoulos*, University of Piraeus, pp. 173-192.

“Notes on the Economics of Uncertainty”, Dr. X. Dassiou and Professor D. Glycopantis (2007), in *Essays in Economic Theory, (In honour of Professor Theophanis Benos)*, Drandakis, Glycopantis and Stamatis (editors), KRITIKI Publishing, pp. 103-123.

“E-Commerce and the Role of Price Discrimination Using Transactions Bundling”, Dr Xeni Dassiou and Professor D. Glycopantis (2005), *ESSAYS IN HONOUR OF PROFESSOR STYLIANOS A. SARANTIDES*, the University of Piraeus, Greece, vol. B, pp. 843-870.

## Discussion papers

“Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; the Trust Case” with Jon Stern. Reg-Markets Centre, AEI Centre for Regulatory and Market Studies, 08-03, April 2008.

<http://aei-brookings.org/admin/authorpdfs/redirect-safely.php?fname=../pdffiles/phplC.pdf>  
(2068 downloads by 16/02/09)

“Infrastructure Contracts; Trust and Institutional Updating” with Jon Stern. Department of Economics Discussion Paper Series, no. 08/06, City University, April 2008 and also CCRP Working paper No. 12, December 2008.

<http://www.city.ac.uk/economics/dps/discussion>  
[http://www.city.ac.uk/economics/dps/discussion\\_papers/0806new.pdf\\_papers/0806.pdf](http://www.city.ac.uk/economics/dps/discussion_papers/0806new.pdf_papers/0806.pdf)

'Electronic Commerce and Linked Exchange; Price Discrimination Through Transaction Bundling' with C.J. Choi and D. Maldoom, WP 19/2000, Judge Institute of Management Studies, University of Cambridge.

'Herding Behaviour and the Size of the Customer Base as a Commitment to Quality', with C.J. Choi and S. Gettings, Research Papers in Management Studies, WP 33/1999, Judge Institute of Management Studies, University of Cambridge.

'Club Discrimination and the Case for Transaction Bundling', with C.J. Choi, March 1999, Dept. of Economics and Applied Econometrics Research Unit, Discussion Paper no. 76, City University.

'Transaction Bundling and Countertrade', with C.J. Choi and D. Maldoom, February 1999, Dept. of Economics and Applied Econometrics Research Unit, Discussion Paper no. 75, City University.

'Managerial Herding Behaviour under Incomplete and Asymmetric Information', Dept. of Economics and Applied Econometrics Research Unit, Discussion Paper, no. 71, October 1998.

'The Determinants of Performance in British Establishments' with Dr P. Holl, 1994, Dept. of Economics and Applied Econometrics Research Unit, Discussion Paper no. 32, City University.

## Invited Talks & Seminar Presentations

“Using Behaviour Change to Deliver Regulatory Outcomes in a Time of Financial Constraint”, Annual Local and National Regulators Annual Conference 2010, Civil Service World, Regulatory Policy Committee, BIS, LBRO, BRE and NAO, 21<sup>st</sup> October 2010

“The Psychology of Regulation - Predicting the Behaviour of Regulated Individuals and Organisations”, The Annual Regulatory Affairs International Symposium 2010, Centre for Parliamentary Studies, The Common Wealth Club, London, 14<sup>th</sup> & 15<sup>th</sup> July 2010

"Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; Trust and Trust Perceptions" with Jon Stern. 2<sup>nd</sup> St Andrews Workshop in Applied Microeconomics on "*Incomplete Contracts: Theory, Evidence and Applications*", School of Economics and Finance, Castlecliffe, University of St Andrews, Fife, 9<sup>th</sup> & 10<sup>th</sup> September 2008

"Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; the Trust Case" with Jon Stern. Departmental Seminar, Department of Economic Science, Athens University of Economics & Business, Athens, Greece, March 27<sup>th</sup>, 2008

"Price Discrimination through Transactions Bundling; the Case of Monopsony", Dr Xenia Dassiou and Professor D. Glycopantis. Conference in the honour of Roko Aliprantis, Purdue University, West Lafayette, Indianapolis, October 17-18, 2005. This was a very prestigious event with many famous participants; my session was chaired by Professor Ed Prescott, the 2004 Nobel Prize in Economic Sciences.

### Refereed Conference & Seminar Presentations

"Mobile Banking: Security and Regulatory Challenges", with Muttukrishna Rajarajan, City University London Research Competition 2010 (shortlisted), Tuesday 19 January 2010.

"Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; Trust and Trust Perceptions" with Jon Stern. 7<sup>th</sup> Conference on Applied Infrastructure Research (INFRADAY), Berlin University of Technology, Berlin, 10-11 October 2008.

"Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; the Trust Case" with Jon Stern. Competition and Regulatory Policy Workshop, Centre for Competition and Regulatory Policy (CCRP-City University) hosted by the University of Las Palmas de Gran Canaria, Gran Canaria, Spain January 25<sup>th</sup> & 26<sup>th</sup>, 2008.

"Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; the Trust Case" with Jon Stern. International Conference "Public-Private Partnerships, Competition and Institutions", Pantheon-Sorbonne, Paris, France, December 7<sup>th</sup> & 8<sup>th</sup>, 2007.

"Gaussian Demand, Set Proportions Commodity Bundling and Dispersion Sensitive Behaviour", 8<sup>th</sup> SAET Conference, Kos, Greece, June 18-24, 2007. (JR)

18<sup>th</sup> January 2007: Discussant for paper "An Empirical Analysis of European Life Insurance Portfolio Regulation" by Rida Zaidi (presenter), Financial Services Authority. Centre for Competition and Regulation Policy (City University) Workshop, 18/19 January 2007, university of Surrey (SEEC), Guildford.

"Price Discrimination through Transactions Bundling; the Case of Monopsony", Dr Xenia Dassiou and Professor D. Glycopantis. 60<sup>th</sup> International Atlantic Economic Conference, New York, New York, 6-9 October, 2005.

"Price Discrimination through Transaction Bundling; the Case of Monopsony", Dr Xenia Dassiou and Professor D. Glycopantis. 7<sup>th</sup> SAET Conference, Vigo, Spain, June 27- July 3, 2005.

26<sup>th</sup> January 2005: Discussant for paper "Ex Post Regulatory Impact Assessment of Financial Services and Market Act 2000", by Luis Correia da Silva, Oxera, Regulatory Impact Assessment Conference, Regulation Initiative, London Business School in association with NERA.

'Trade and Linked Exchange; Price Discrimination through Transaction Bundling', with C.J. Choi and D. Maldoom. 2003, International Industrial Organisation Conference, Boston, 2003. (JR)

'Electronic Commerce and Linked Exchange; Price Discrimination Through Transaction Bundling', with C.J. Choi and D. Maldoom, 2001, paper presented at the Joint Macedonia/IEFS-UK Conference at Macedonia University, Thessalonica, Greece, May 2001.

'Managerial Herding Behaviour under Incomplete and Asymmetric Information', presented at the 25th

Annual Conference of EARIE, Copenhagen, Denmark, August 27-30, 1998.

'Failed Mergers and Asymmetric Information', with Dr P. Holl and Dr. D. Kyriazis. Presented at the 1995 WEA International Annual Conference, San Diego, California, U.S.A., July 5-9, 1995.

'The Grim Strategy Approach to Cheating on Tacit Collusion Under Adverse Selection', with Dr A. Dassios. Presented at the 21st Annual Conference of EARIE, Athens University of Economics and Business, Crete, Greece, September 4-6, 1994.

'The Determinants of Performance in British Establishments', with Dr P. Holl, paper presented at the 20th Annual Conference of EARIE, Tel-Aviv University, September 4-7, 1993, and at the Annual Conference of the Western Social Science Association (Business and Finance section) in Albuquerque, New Mexico, USA, April 20-23, 1994.

'Collusive Behaviour and Technological Change', with Dr A. Dassios, presented at the 20th Annual Conference of EARIE, Tel-Aviv University, September 4-7, 1993.

### Research Centres Leadership

**Summer 2008 - today** Director, Centre for Competition and Regulatory Policy (CCRP) Department of Economics, School of Social Sciences, City University.

### Journal Editorships

Co-Editor, Special Issue, **Utilities Policy**, on "**The Water Industry, Competition and Climate Change**", vol. 18, Issue 3, September 2010.

Co-editor, Special Section, **Utilities Policy**, on "**Regulation and Competition Policy Issues: Papers from January 2009 CCRP Research Workshop**", City University London Research, vol. 18, Issue 2, Pages 63-112, June 2010.

Co-editor, Special Issue, **The Journal of Economic Asymmetries**, Symposium on "**Modern Market Structures**", Vol. 6, No.2, 2009.

### Conference/ Workshop organisation

- Workshop organiser, Centre for Competition and Regulatory Policy Workshop, 8<sup>th</sup> and 9<sup>th</sup> July 2010, School of Social Sciences, City University.
- "Water Policy and Regulation in England and Wales after the Cave and Walker Reviews: A Post – Election Perspective", A Discussion Meeting for Senior Policy Makers, Company Managers and Regulators, Centre for Competition and Regulatory Policy in association with CEPA, OFWAT and the Environment Agency, 8<sup>th</sup> July 2010 (*by invitation only*)
- Workshop co-organiser, Centre for Competition and Regulatory Policy Workshop, Institute for Communication Economics, (ICE), University of Munich (LMU) Saturday 16<sup>th</sup> January 2010
- Workshop co-organiser, Centre for Competition and Regulatory Policy Workshop, Aston Business School, Birmingham 9-10<sup>th</sup> July 2009
- Workshop organiser, Centre for Competition and Regulatory Policy Workshop, 23<sup>rd</sup> January 2009, School of Social Sciences, City University.
- Roundtable organiser on the topic of "Boundaries and Overlap between Competition Policy and Regulation", Centre for Competition and Regulatory Policy Workshop, 23<sup>rd</sup> January 2009, School

- of Social Sciences, City University.
- Workshop co-organiser, Centre for Competition and Regulatory Policy Workshop, 10-11 July 2008, School of Social Sciences, City University.
  - Roundtable organiser on the topic of “Financial Markets and their Regulation Post Credit-Crunch”, Centre for Competition and Regulatory Policy Workshop, 10-11 July 2008, School of Social Sciences, City University.
  - Management Committee member and co-organiser of the Executive Summer School and Conference in Competition and Regulation (CRESSE) with Professors Katsoulacos and Bortolotti (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Corfu, Greece, 7-20 July 2007.
  - Workshop co-organiser, Centre for Competition and Regulatory Policy Workshop -City University, 18-19 January 2007, University of Surrey, Guildford.
  - Workshop organiser, Centre for Competition and Regulatory Policy Workshop, 3-4 July 2006, School of Social Sciences, City University.
  - Management Committee member and co-organiser of the Executive Summer School and Conference in Competition and Regulation (CRESSE) with Professors Katsoulacos and Bortolotti (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Corfu, Greece, 10-20 July 2006

### Funding Research Applications

Principal Investigator: ESRC Research proposal (Research Seminars Competition 2009/10 call, JES no. ES/I001875/1, RES-451-26-0852), project title: “City University Centre for Competition and Regulatory Policy Seminars”.

January 2010: Research proposal “Mobile Banking: Security and Regulatory Challenges”, with Muttukrishna Rajarajan (school of Engineering). Shortlisted for the City University London Research Competition 2010.

Principal Investigator: ESRC Research proposal (Research Seminars Competition 2008/09 RES-451-26-0711), project title: “City University Centre for Competition and Regulatory Policy Seminars”.

### Completed Supervised PhDs

- Mr William Gboney, since January 2005 (with Professor John Cubbin), Econometric Assessment of the Impact of Power Sector Reforms in Africa: A Study of the Generation, Transmission and Distribution Sectors on the topic of Electricity Deregulation, Competition and Efficiency in African Countries, completed July 2009.
- Ms Federica Maiorano, since October 2003 (with Professor John Cubbin), ‘Measurement of Productivity and Efficiency Growth in Regulated Industries: the Case of Telecommunications’, completed summer 2009.
- Mr J.S. Archbold, since 1997, Ph.D. title: 'UK Mergers and Acquisitions 1980-1990: An Empirical Investigation', (with Professor D. Glycopantis), completed January 1999.

### Ongoing Supervision of Research

- MS Domile Butkeviciute (full time) since October 2010 on the topic of Price Discrimination in the Groceries Market.
- Mr David Hunt (part-time) since October 2007 on the topic of Allocating Capacity in the GB Electricity Market.

### MPhil/ PhD examiner

May 2009 External examiner, PhD thesis, "Empirical Essays on Competition and Regulation", Alberto Gaggero, Department of Economics, University of Essex (Accepted subject to minor editorial revisions).

November 2005 Internal examiner, MPhil thesis, "The determinants of FDI with an Application in Developed Countries", Kallioroi Papatoma, City University, London. (Accepted to the degree with minor alterations).

### Industry Reports

"Conditions and Prospects of the Automotive Components and Parts Industry in Greece" (in Greek, 1991), INSTITUTE OF ECONOMIC AND INDUSTRIAL RESEARCH, Greece (*commissioned report*).

### Journal Refereeing Experience

Economic Theory, International Journal of Industrial Organisation, Journal of Policy Modelling, The B.E. Journals in Theoretical Economics, Review of Industrial Organization, Journal of Economic Integration, Review of International Economics, Applied Economics, British Review of Economic Issues, Bulletin of Economic Research, Zeitschrift für Nationalökonomie (Journal of Economics), University of Bonn.

### Grant Applications Refereeing

Leverhulme Trust, ESRC

### Academic Societies Membership

- Centre for Competition and Regulatory Policy (CCRP), City University, Director & Founding Member
- Network of Industrial Economists (NIE)
- Industrial Organization Society
- European Association for Research in Industrial Economics (EARIE)

### External Examiner

Undergraduate Subject Examiner  
(Microeconomics)

School of Social Sciences, University of Manchester  
(November 2009 – October 2012)

## External teaching

Faculty member (Teacher of “Industry Economics and Game Theory for the Analysis of Market Power” module) for the Executive Summer School and Conference in Competition and Regulation (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Chania, Greece, June 2009.

Faculty member (Teacher of “Industry Economics and Game Theory for the Analysis of Market Power” module) for the Executive Summer School and Conference in Competition and Regulation (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Anavyssos, Attiki, Greece, July 2008.

Ofgem Contract (commencement: 7<sup>th</sup> February 2008, 3+1 years duration) for the provision of series of Training Seminars in the Economics of Regulation and Competition for the staff of the Office of Gas and Electricity Markets (OFGEM). Co-teaching with Dr. Albert Banal-Estanol.

Faculty member (Teacher of “Industry Economics and Game Theory for the Analysis of Market Power” module) for the Executive Summer School and Conference in Competition and Regulation (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Corfu, Greece, July 2007.

Teacher (Module 1) for the Executive Summer School and Conference in Competition and Regulation (Co-ordinating Institutions: Athens University of Economics and Business (AUEB), City University and Fondazione Eni Enrico Mattei (FEEM)), Corfu, Greece, July 2006.

Three hour presentation on the Introduction of Competition in the UK Energy Markets for the SINOPEC ([www.sinopec.com.cn](http://www.sinopec.com.cn)) delegation arranged by Sino-Bridge International Ltd., Ascot Suite, Wembley Plaza Hotel, London 13th March 2006.

Ofgem Contract (commencement: 3<sup>rd</sup> October 2002, 3+2 years duration) for the provision of Series of Training Seminars in the Economics of Regulation and Competition for the staff of the Office of Gas and Electricity Markets (OFGEM) with Professor John Cubbin.

June 2001: Four 3-hour lectures for CUBS forming half of the teaching on the module “Frontiers of Strategy and International Business”, an option course for the MSc in Shipping, Trade and Finance (STF) students, the other half being taught by Professor C. J. Choi, the MBA director at the Judge Institute of Management Studies (University of Cambridge).

15 May 2000: 3-hour seminar titled “Mergers & Acquisitions; the Theoretical Issues” to the MSc in STF students.

## Administration experience

**January 2010 - today** INTO City School Coordinator – Arts & Social Sciences

**20<sup>th</sup> October 2009-31 July 2012** Senate Member

**20<sup>th</sup> October 2009-31 July 2012** Board of Studies- School of Social Sciences

**Summer 08 – today**



Director, MSc Economic Regulation and Competition  
Director, Centre for Competition & Regulatory Policy  
VL Contracts Academic Coordinator, Economics Undergraduate and Postgraduate Programmes

**March 08 – June 2008**

Acting Director, Economics Undergraduate Programmes  
BSc Economics Programme Director  
BSc Financial Economics Programme Director

**September 2007 – July 2008**

BSc Economics and Accountancy Programme Director  
BSc Economics and Accountancy Programme Management Committee Team Chair  
BSc Economics Programme Management Committee member  
BSc Economics and Accountancy Professional Accreditation Committee Team member  
UG Curriculum Review and Development Committee member

**September 2006 – August 2007**

Sabbatical leave

**September 2005- August 2006**

MSc Economic Regulation and Competition Programme Director  
Senior Tutor, Department of Economics  
Member of the Economics Programme Undergraduate Committee  
Member of the Economics and Accountancy Programme Undergraduate Committee

**April 2003 – August 2006**

**Director -School of Social Sciences Academic Practice, Programmes and Standards  
(previously Teaching and Learning)**

**School of Social Sciences Committees membership**

Chair - School Academic Practice, Programmes and Standards Committee  
The School Executive  
The School Board  
The Board of Studies

**University Committees membership**

Educational Development Centre (EDC) Steering Group (as from September 2005)  
University Academic Practice, Programmes and Standards Committee  
Quality and Academic Standards Committee (committee discontinued from October 2005)  
Academic Working Group (committee discontinued from October 2005)  
Teaching and Learning Awards Committee