

# Curriculum Vitae

## Dr Xeni Dassiou

### DEGREES

- September 1985: Diploma in Statistics, major Economics by the Department of Statistics, Piraeus Graduate School of Industrial Studies, Greece. Grade: Excellent, 9.56/10 (equivalent of First Class).
- August 1986: Master of Philosophy in Economics by the Department of Economics & Politics, University of Cambridge, U.K.
- November 1990: Ph.D. in Economics by the Faculty of Economics, University College London (UCL), U.K. Thesis title: 'A Discrimination Theory for the Market Power Versus the Efficiency Hypotheses Under Regimes of Discrete Technical Shocks'.

### EMPLOYMENT RECORD

- August 2001-today: Full-time Senior Lecturer, Department of Economics, City University.
- September 1992-July 2001: Full-time Lecturer, Department of Economics, City University.
- September 1991-August 1992: Full-time 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

### Published Papers

“Infrastructure Contracts; Trust and Institutional Updating” , Xenia Dassiou and Jon Stern, JOURNAL OF INSTITUTIONAL AND THEORETICAL ECONOMICS, special issue on “PPP, Institutions and Competition”, *forthcoming*.

“Transactions Bundling in Monopsonistic Markets; Theory and Numerical Implications”, Dr Xenia Dassiou and Professor D. Glycopantis, *forthcoming*.

“FDI and Growth: Evidence from a Panel of European Transition Countries”, D. Asteriou, X. Dassiou and D. Glycopantis, Essays in honour of Professor Giannakopoulos, University of Piraeus, pp. 145-164, *forthcoming*.

“Price Discrimination through Transactions Bundling; the Case of Monopsony”, Dr Xenia 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).

“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.

“The Economic Theory of Price Discrimination via Transactions Bundling: An Assessment of the Policy Implications”, Dr Xenia 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

“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.

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

“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

“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.

“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.

“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.

“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.

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

#### Discussion Papers:

“Institutional Underpinnings of Trustworthiness in Infrastructure Contracts; the Trust Case” with Jon Stern. Reg-Markets Center, AEI Center 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.

#### Conference & Seminar Presentations of Research Papers, discussant activities, etc.:

“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*”, 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; 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 (*by invitation*).

“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 (*by invitation*).

“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. (*JR*)

“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. (*JR*)

“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 Monoposony”, Dr Xenia Dassiou and Professor D. Glycopantis. Conference in the honour of Roko Aliprantis (*by invitation*), 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.

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

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

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. (JR)

‘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. (JR)

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

‘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. (JR)

‘Collusive Behaviour and Technological Change’, with Dr A. Dassiou, presented at the 20th Annual Conference of EARIE, Tel-Aviv University, September 4-7, 1993. (JR)

#### Conference Organising/Research Applications

- 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.
- ESRC Research Proposal (Research Seminars Competition 2008/09) for funding. Project Title: “City University Centre for Competition and Regulatory Policy Seminars” (RES-451-26-0711), January 2009.

- September 2008 onwards: Director, Centre for Competition and Regulatory Policy (CCRP) Department of Economics, 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
- February 1991-May 1991: Research carried out for the Greek Institute of Economic and Industrial Research, on the conditions and prospects of the automotive components and parts industry in Greece.

#### Supervision of Research:

- Mr David Hunt, since October 2007 on the topic of Allocating Capacity in the GB Electricity Market.
- Mr William Gboney, since January 2005 (jointly with Professor John Cubbin and Dr Begona Garcia-Marinoso), on the topic of Electricity Deregulation, Competition and Efficiency in African Countries (part time)
- Ms Federica Maiorano, since October 2003 (jointly with Professor John Cubbin and Dr Begona Garcia-Marinoso), ‘Measurement of productivity and efficiency growth in regulated industries: the case of telecommunications’ (currently on ‘writing-up’ status).
- Ms Marilyn Amobi, September 2002 – January 2003.
- Mr John Langley, PhD, part-time, jointly supervised since May 2001.
- Ms Radhika Maheshwari, Ph.D. title: ‘UK Corporate Governance after the Cadbury Report: A Test of Effectiveness’ supervised since January 2000 (‘writing-up’ status – has now withdrawn).
- Mr J.S. Archbold, Ph.D. title: ‘UK Mergers and Acquisitions 1980-1990: An Empirical Investigation’, joint supervisor with Professor D. Glycopantis. Date of PhD degree in Economics award approval by the Senate: January 1999 (supervised during October 1997-June 1998).
- Mr Thomas P. Mayr (Staff Member, City University Business School, Centre for Shipping, Trade and Finance), PhD title: ‘When the Invisible Hand Strikes Like a Fist: Competition in the Tramp Tanker Freight Market’, supervised between November 1995-January 1998.

### MPhil/ PhD examiner

Forthcoming, May 2009: External examiner, PhD thesis, “Empirical Essays on Competition and Regulation”, Alberto Gaggero, Department of Economics, University of Essex (supervisor: Dr George Symeonidis).

Internal examiner, MPhil thesis, “The determinants of FDI with an Application in Developed Countries”, Kallioroi Papathoma, 14<sup>th</sup> November 2005, City University, London. (Accepted to the degree with minor alterations).

### Journal Refereeing:

- Economic Theory
- 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
- Zeitschrift für Nationalökonomie (Journal of Economics), University of Bonn.
- International Journal of Industrial Organisation.
- British Review of Economic Issues
- Bulletin of Economic Research

### 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 CONTRIBUTION – TEACHING

Ongoing (April 2008) – acting as course leader for the Economics Department at City and AB (CRESSE) consortia in the restricted (shortlisted) tender procedure for the “Development of a Master’s Degree

Programme in Regulation” for the University of Jordan, Support to Regulatory Reform and Privatisation in Infrastructure (SRRP Programme) funded by the European Union (EuropeAid/126282/D/SER/JO - Development of a Master's Degree Programme in Regulation- 385,000 euros)

Ofgem Contract (commencement: 7<sup>th</sup> February 2008, 3+2 years duration) for the provision of Training Seminars in Economic Regulation and Competition. Co-teaching with Dr. Albert Banal-Estanol. Rounds of training in Economics during 2008: Economics for non-Economists (2 days), Introductory Sessions in Regulation and Competition (2+2 days), Intermediate Sessions in Regulation and Competition (2+2 days), Advanced Sessions in Issues in Regulation and Competition (1+1 days). Rounds will be repeated in January 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)), Corfu, Greece, 7-20 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, 10-20 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.

April-June 2004: 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.

March 2003 – October 2003: Series of Training Seminars in the Economics of Regulation and Competition for the Office of Gas and Electricity Markets (OFGEM) with Professor John Cubbin. Ofgem has invited us to repeat the seminars during the period April - June 2004 (see above).

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 DUTIES

### **Summer 08 – today:**

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:** I have taken over as the School of Social Sciences Academic Practice, Programmes and Standards Director (previously Teaching and Learning) and under this identity I am member of the following committees at the School and University level:

#### *Previous Roles at School Level:*

Chair to the School's Academic Practice, Programmes and Standards Committee  
The School Executive  
The School Board  
The Board of Studies

#### *Previous Roles at University Level:*

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



## TEACHING AT CITY UNIVERSITY (last 10 years)

### January 2009- April 2009

- Economics of Competition and Regulation, 10 3 hour lectures (MSc Business Economics/MSc International Business Economics).

### September 2008- December 2008

- Economics of Regulation and Competition, 10 3-hour lectures (MSc Economic Regulation and Competition), one 2-hour revision session.
- Industrial Organisation, 10 2-hour lectures, 10 1-hour classes, one 2-hour revision session.
- Applied Microeconomics, 3 2-hour lectures.

### January 2008- April 2008

- Economics of Competition and Regulation, 10 3 hour lectures (MSc Business Economics/MSc International Business Economics).

### September 2007- December 2007

- Economics of Regulation and Competition, 10 3-hour lectures (MSc Economic Regulation and Competition), one 2-hour revision session.
- Industrial Organisation, 10 2-hour lectures, 10 1-hour classes, one 2-hour revision session.
- Applied Microeconomics, 2 2-hour lectures, 4 1-hour classes.

### Academic Year 2006/07: Sabbatical

### October 2005- May 2006:

- Industrial Economics, 20 2-hour lectures, 20 1-hour classes, 2 3-hour revision sessions.
- Economics of Regulation and Competition, 10 3-hour lectures (MSc Economic Regulation and Competition).

### October 2004- May 2005:

- Industrial Economics, 20 2-hour lectures, 20 1-hour classes, 2 3-hour revision sessions.
- Economics of Competition and Regulation, 10 3 hour lectures (MSc Business Economics/MSc International Business Economics)
- Economics of Regulation and Competition, 10 3-hour lectures (MSc Economic Regulation and Competition).

### October 2003-May 2004:

- Industrial Economics, 20 2-hour lectures, 20 1-hour classes, 2 3-hour revision sessions.
- Economics of Competition and Regulation, 10 3-hour lectures (MSc Business Economics/MSc International Business Economics), 1 3-hour revision session.
- Economics of Regulation and Competition, 10 3-hour lectures (MSc Economic Regulation and Competition).

### October 2002 –June 2003:

- Industrial Economics, 20 2-hour lectures, 20 1-hour classes, 2 3-hour revision sessions.

- Economics of Competition and Regulation, 10 3 hour lectures (MSc Business Economics/MSc International Business Economics)
- Economics of Monopoly and Competition, 10 2-hour lectures (MSc Economic Regulation and Competition)

October 2001-September 2002:

- Industrial Economics, 23 2-hour lectures, 20 1-hour classes
- Mathematics for Social Scientists, 10 2-hour lectures, 10 1 hour classes
- Economics of Monopoly and Competition, 10 2-hour lectures (MSc in Economic Regulation and Competition)

October 2000-September 2001:

- Industrial Economics, 23 2-hour lectures, 20 1-hour classes
- Mathematics for Social Scientists, 10 2-hour lectures, 10 1 hour classes
- Economic Theory, 10 2-hour lectures
- Economic Theory Treated Mathematically: 22 1-hour classes

October 1999-September 2000:

- Industrial Economics, 23 2-hour lectures, 20 1-hour classes
- Economic Statistics, 10 2-hour lectures
- Economic Theory, 11 2-hour lectures
- Economic Theory Treated Mathematically: 22 1-hour classes

October 1998-September 1999 (informal sabbatical leave):

- Industrial Economics, 23 2-hour lectures, 20 1-hour classes